Section II
Production

Chapter 2
Eligible Section 232 Mortgage Insurance Programs

2.1 Introduction

This chapter contains the basic program requirements for the Section 232 Residential Healthcare Facilities mortgage insurance programs for which Lenders can submit applications.

2.2 Eligible Projects

A. **Nursing Home:**

1. A public project, proprietary project, or project of a private ~~nonprofit~~non-profit corporation or association, which consists of at least 20 beds and is licensed or regulated by the State (or, if there is no State law providing for such licensing and regulation by the State, by the municipality or other political subdivision in which the project is located).

2. Provides for the accommodation of convalescents or other persons who are not acutely ill and not in need of hospital care but who require skilled nursing care and related medical services, in which such nursing care and medical services are prescribed by, or are performed under the general direction of, persons licensed to provide such care or services in accordance with the laws of the State where the project is located.

B. **Assisted Living Facility:**

1. A proprietary, public, or ~~nonprofit~~non-profit project of at least 20 beds that is designed for frail elderly. Frail elderly means an elderly person of at least 62 years who is unable to perform at least three activities of daily living~~.~~ (12 USC 1715w(b)(6) and (7)). Activities of daily living are activities regularly necessary for personal care including bathing, dressing, eating, getting in or out of beds and chairs, walking, going outdoors, using the toilet, preparing meals, shopping for personal items, obtaining and taking medications, managing money, using the

telephone, or performing light or heavy housework. Residents may make their own arrangements for support services, such as physical therapy, nursing care, podiatry, etc. Residents may employ their own private staff to provide assistance with activities of daily living or other household/personal needs. A resident may have a contract with a home health agency for nursing and personal care services.

2. Must be licensed or regulated by the State, municipality, or other political subdivision in which the project is located.

3. Must provide areas for central dining, kitchen (or preparation area where food is supplied from an offsite location), lounges, recreation, and other projects appropriate for the provision of supportive services to the residents of the project. Where food is provided from an offsite location, the preparation area in the project must be of sufficient size to allow for the installation of a full kitchen if it becomes necessary, or additional land must be available to add kitchen space.

4. Must provide continuous protective oversight that at a minimum includes awareness by management and staff of the residents' condition and location as well as the ability to intervene in a crisis on a 24-hour basis.

5. Must offer three meals per day to each resident.
    a. Residents in accommodations without kitchens must take three meals a day provided by the project.
    b. Residents whose accommodations have a kitchen must take at least one meal a day provided by the project.

6. The assisted living project's admission agreement must state that no dwelling unit in the project will be occupied by more than one person without the consent of the other residents of that unit. The resident who signed the admission agreement must consent before another person(s) may occupy the unit.

7. Not less than one (1) full bathroom ~~must~~shall be provided for every four (4) residents ~~and~~(i.e., maximum 4:1, residents to full bathroom). A full bathroom is made up of a sink, a bathtub and/or shower, and a toilet. Bathroom access from any bedroom or sleeping area must not pass through a public corridor or area.

8. Existing assisted living facilities that provide housing for residents in need of memory care may be exempt from meeting the above bathroom requirements in certain circumstances.

    a. An application for Section 232/223(f) or 232/223(a)(7) may be eligible without meeting the 4:1 resident to bathroom ratio if the property meets all of the following requirements:
        1. Memory care residents are in a separate, secured, and locked area of the assisted living facility;

2. Any bathroom access from a memory care resident's bedroom or sleeping area that passes through a public corridor or area is in a separate, secured, and locked area of the assisted living facility;
3. Memory care residents receive full assistance or supervision while bathing; and
4. Memory care residents reside in shared units that contain no more than two beds per unit and have a half-bath in each unit. (The half bath may be a *"Jack and Jill"* type that is also accessible by an immediately adjacent unit.)

b. If an assisted living facility serving memory care residents also serves residents who are not in a separate, secured, and locked area of the facility, the exemption applies only to the separate, secured, and locked area in which solely memory care residents reside.

c. If an assisted living facility serving memory care residents has separate memory care wings that would result in residents passing through a public corridor that is not a separate, secured, and locked area of the assisted living facility to access a full bathroom, the 4:1 bathroom ratio will apply to each wing.

d. Questions regarding acceptable bathroom ratios may be submitted to Lean Thinking prior to application submission.

C. **Intermediate Care Facility:**

1. A proprietary residential project or project of a private ~~nonprofit~~non-profit corporation or association which consists of at least 20 beds and is licensed or regulated by the State, the municipality or other political subdivision in which the project is located.

2. Provides for the accommodation of persons who require minimum but continuous care (24-hour staffing/supervision) but are not in need of continuous medical or nursing services.

3. Corresponds to the U.S. Department of Health and Human Services definition of "Intermediate Care Facility" (ICF).

These types of facilities are under heightened scrutiny for deinstitutionalization under Title II of the Americans with Disabilities Act (ADA) and the United States Supreme Court landmark decision in Olmstead v. L.C., 527 U.S. 581 (1999).

D. **Board and Care Home.** Board and Care facilities considered eligible for Section 232 mortgage insurance must meet the following requirements:

1. A proprietary residential project or a residential project owned by a private ~~nonprofit~~non-profit corporation or association which consists of at least 20 accommodations~~, bedrooms with a maximum of 4 persons for each accommodation, each with a full bath~~.

2. ~~Must be regulated by the State in accordance with Section 1616(e) of the Social Security Act (Keys Amendment) and meet the State's eligibility requirements. The State also must have certified to the U.S. Department of Health and Human Services that the State is in compliance with the provisions of 1616(e). Specifically, the State must have the legislative authority and regulatory body that enables it to conduct unscheduled inspections of the project.~~

2. Pursuant to the definition of a Board and Care Home as set forth in the National Housing Act (12 USC 1715w(b)(5)), the residential facility must be regulated by the State pursuant to the provisions of Section 1616(e) of the Social Security Act (Keys Amendment), and in the state where the project is located, the State must be in compliance with the provisions of Section 1616(e). States report compliance with 1616(e) annually to the Social Security Administration and the Lender must verify that such certification of compliance has been provided. The certification itself does not necessarily address the other matter, namely, whether the particular project type at issue is regulated pursuant to Section 1616(e). If the state's certification does not make that clear, the Lender must present evidence establishing that this statutory requirement is fulfilled—not only that the project is regulated by the State, but that the project is regulated by the State pursuant to Section 1616(e).

3. Provides room, board, and continuous protective oversight. At a minimum continuous protective oversight includes awareness by management and staff of the residents' condition and location, as well as the ability to intervene in a crisis on a 24-hour basis.

4. Must be a freestanding structure or an identifiable and separate portion of an assisted living project, intermediate care project or nursing home.

5. Must provide areas for central dining, kitchen (or preparation area where food is supplied from an offsite location), lounges, recreation, and other multipurpose rooms. Where food is provided from an offsite location, the preparation area in the project must be of sufficient size to allow for the installation of a full kitchen if it becomes necessary, or additional land must be available to add kitchen space.

6. Must offer three meals per day to each resident.
    a. Residents in accommodations without kitchens must take the three meals a day provided by the project.
    b. Residents whose accommodations have a kitchen must take at least one meal a day provided by the project.

7. Charges may be assessed for providing other services that are in addition to those services included in the basic residential fee. Such services may include housekeeping, laundry, supervision of nutrition or medication and assistance with daily living (bathing, dressing, shopping, and eating).

8. Not less than one (1) full bathroom ~~must~~shall be provided for every four (4) residents ~~and~~(i.e., maximum 4:1, residents to full bathroom). A full bathroom is made up of a sink, a bathtub and/or shower, and a toilet. Bathroom access from any bedroom or sleeping area must not pass through a public corridor or area.

9. Existing board and care facilities that provide housing for residents in need of memory care may be exempt from meeting the above bathroom requirements in certain circumstances.

    a. An application for Section 232/223(f) or 232/223(a)(7) may be eligible without meeting the 4:1 resident to bathroom ratio if the property meets all of the following requirements:
        1. Memory care residents are in a separate, secured, and locked area of the board and care;
        2. Any bathroom access from a memory care resident's bedroom or sleeping area that passes through a public corridor or area is in a separate, secured, and locked area of the board and care;
        3. Memory care residents receive full assistance or supervision while bathing; and
        4. Memory care residents reside in shared units that contain no more than two beds per unit and have a half-bath in each unit. (The half bath may be a *"Jack and Jill"* type that is also accessible by an immediately adjacent unit.)
    b. If a board and care facility serving memory care residents also serves residents who are not in a separate, secured, and locked area of the facility, the exemption applies only to the separate, secured, and locked area in which solely memory care residents reside.
    c. If a board and care facility serving memory care residents has separate memory care wings that would result in residents passing through a public corridor that is not a separate, secured, and locked area of the board and care facility to access a full bathroom, the 4:1 bathroom ratio will apply to each wing.
    d. Questions regarding acceptable bathroom ratios may be submitted to Lean Thinking prior to application submission.

2.3 Ineligible Projects

The following projects are not eligible for FHA~~-~~-mortgage insurance:

A. Projects with "Founder's Fees," "Life Care Fees," ~~or~~"Entrance Fees," other similar charges associated with "Buy-in" projects, or other upfront payments in exchange for future services such as nursing care or other assistance. If a portion of the project includes these fees, the project is not eligible until the project has fully transitioned to operations under a model that does not include these fees. Assessment fees, as discussed in 2.5.H., are not prohibited.

B. Projects not meeting program intent such as hospitals, clinics, diagnostic and treatment centers, group practice facilities, drug, alcohol or other addiction facilities, acute care facilities, and halfway houses. (Residential care projects may include clinics, medical offices, and similar related services as commercial space).

C. Projects where the Borrower/former ~~owner~~Borrower, Operator or any of their affiliates, renamed or reformulated companies, filed for or emerged from bankruptcy within the last 5 years. A project in bankruptcy that is acquired by a non-identity-of-interest ~~owner~~Borrower in good standing may be eligible for mortgage insurance, subject to HUD review. HUD will review updated financial information (post-bankruptcy) and the new senior management team.

D. Projects where the Project, Borrower, Operator, or any of their affiliates, renamed or reformulated companies, are currently in bankruptcy.

E. Projects not providing the continuous protective oversight or minimum assistance required, such as ~~retirement~~adult foster homes, boarding houses, or single room occupancy residences that provide only food and shelter.

F. Projects designated by the Centers for Medicare and Medicaid Services (CMS) as Special Focus Facilities ~~or similar future designation.~~(SFF) or SFF candidates for future designation. SFF candidates for Section 223(a)(7) transactions without a term extension may be considered on a case-by-case basis.

G. Projects designated as long-term acute care facilities.

H. ORCF will not accept or underwrite applications for new loans where the Project, Borrower, Operator, Parent of the Operator, Principals, or Management Agent are named defendants in Department of Justice (DOJ) litigation or under investigation by DOJ (Active Litigation") Active Litigation includes any DOJ investigation or litigation including but not limited to any allegations under the False Claims Act, 31 U.S.C. § 3729 et seq. where the DOJ has not reached a settlement or final judgment. Active Litigation arising after application submission may cause the application to be placed on hold, revised, withdrawn, or rejected, as determined appropriate by ORCF.

I. Projects not meeting the Statutory definition of a Section 232 Facility are ineligible for FHA mortgage insurance.

J. Projects where the Section 232 mortgage would refinance or otherwise replace a mortgage that has been subject to eminent domain condemnation or seizure, by a State, municipality, or any other political subdivision of a State.

2.4 Loan Types

A. **Section 232 New Construction**. A project qualifies as new construction when all project and construction elements are installed as part of the construction contract and no work has been done prior to the issuance of the HUD Firm Commitment.

B. **Section 232 Substantial Rehabilitation**. A project undergoing substantial repairs or improvements.

C. **Section 232/223(f) Purchase/Refinance**. Loans for projects that do not meet the requirements for substantial rehabilitation are eligible for refinance or purchase under this Section. Existing FHA-insured loans may refinance under Section 223(f).

D. **Section 232/223(a)(7) Refinance**. Streamlined refinance of an existing FHA-insured loan.

E. **Section 232/241(a) Supplemental Loans**. Supplemental loans under Section 241(a) are permitted for existing FHA-insured loans to complete an addition, repairs, replacements (including major movables), energy conservation measures and/or improvements. The purpose of these loans is to provide financing to keep the property competitive, extend its economic life, and provide for replacement of obsolescent equipment.

F. **Section 223(d) Operating Loss Loan (OLL)**. The OLL is a supplemental loan program that provides ~~owners~~Borrowers of FHA-insured projects a vehicle for recouping their out-of-pocket expenditures to fund unforeseen operating deficits during the early years of the project's operation.

G. **Section 232(i) Fire Safety Equipment Loan Program.** To be eligible, the loan must be for the purpose of financing the purchase and installation of fire safety equipment~~, primarily fire sprinkler systems. ~~. This includes the cost of structural modifications where necessary to install the equipment. The equipment to be installed must be in compliance with or exceed the requirements approved by Centers for Medicare and Medicare Services (CMS). For non-CMS regulated residential healthcare facilities, the Lender must provide documentation sufficient to ORCF that the fire ~~sprinkler system~~safety equipment is in compliance with its State's regulatory authorities.

2.5 General Section 232 Requirements

The following requirements or program features apply to *all* Section 232 mortgage insurance programs:

A. **Regulatory Agreement.** All Borrowers and Operators must execute an ORCF Regulatory Agreement governing the operation of the project in order to comply with Program Obligations, the requirements of the National Housing Act, as amended, and the regulations adopted by HUD. The regulatory agreement will be recorded at Initial Closing and will continue during such period of time as HUD is the owner, holder, or insurer of the Note. Borrowers and Operators are responsible for any violations of the Regulatory Agreements and may be subject to adverse actions if violations occur. The Borrower Regulatory Agreement is Form HUD-92466-ORCF and the Operator Regulatory Agreement is Form HUD-92466A-ORCF. -As set forth in the Borrower Regulatory Agreement, a Non-profit Borrower must establish a Residual Receipts Account. See Section III, Chapter 3.2.3.

B. **Single Asset Entity Borrower.** Single-asset entities (SAE) may also be referred to as single-purpose entities (SPE). The mortgaged healthcare facility must be the only asset of the Borrower; however, the Borrower entity is permitted to operate the project.- Additionally, Tenancies in Common, Delaware Statutory Trusts, and Maryland Statutory Trusts are ineligible. ORCF has also found that Series LLC entities may present concerns analogous to those of non-single asset entities and, accordingly, Series LLC entities are not acceptable borrower entities. ORCF may approve, in very limited circumstance, a non-single asset government-entity Borrower, such as a Public Housing Authority.

C. **Single Asset Entity Operator.** Single-asset entities (SAE) may also be referred to as single-purpose entities (SPE); it is HUD's intent that the Operator will generally only own assets related to or necessary for the operation of the healthcare project. Unless one of the circumstances below applies, the Operator entity that operates the Section 232 healthcare project shall be a SAE. The Operator entity is not required to be a SAE when any one or more of the following circumstances applies.

1. The entity, although named on the license (in which HUD must obtain a security interest), and through which provider payments may pass, does not hold, or control ~~substantial~~ other project assets. An example is a hospital entity functioning as a licensee Operator but relying on a separate entity for facility management and oversight.

2. The entity's organizational purpose is limited to operating healthcare facilities, and the entity demonstrates, to HUD's satisfaction, (a) strong overall operational and financial capacity, and (b) that all ~~operator~~Operator assets of the project are legally protected from expenses or claims arising from the ~~operator's~~Operator's activities outside of the subject Section 232 facility and other facilities covered by the same HUD-approved master lease, or

3. The project is a currently FHA-insured project for which refinance, or a Transfer of Physical Assets is being requested and, during the ~~operator's~~Operator's extended tenure at the project, the project's performance has been acceptable to the Lender and HUD.

Operators who are not SAEs must fully document that one of the above enumerated circumstances applies.

D. **Leased Projects.** Section 232 Borrowers are permitted to lease projects to qualified

Operators. See Production, Chapter 8 for details on the requirements for leased projects.

E. **Special Use Facilities.** Special use facilities are statutorily eligible facilities ~~that~~where some or all of the units serve a niche ~~market~~clientele, including residents with specialized primary or secondary diagnoses (e.g~~. psychiatric facilities; facilities for the~~ ., bariatric, traumatic brain injury or developmentally disabled~~; drug, alcohol, or eating disorder recovery facilities; hospice facilities). These facilities are likely to have a much higher component of their valuation in the operation, rather than the real estate, therefore posing a correspondingly high level of risk.~~) ORCF has continued to experience extremely high levels of risk, including mortgage defaults and claim rates ~~of~~by such ~~facilities~~special use facilities. The Lender Narrative must disclose and discuss if the facility provides any special use care levels. If the Section 232 Lender decides to submit an application for a Special Use Facility, ORCF would anticipate a very conservatively underwritten application which would address, without limitation, the following where applicable:

1. The extent of the successful experience of the ~~operator~~Operator in dealing with the contemplated population;

2. How the principals of the project address the higher risks of the project associated with the targeted population (e.g., higher Professional Liability Insurance, etc.);

3. The project's ability to maintain stabilized occupancy over time, including any obsolescence risk;

4. Funding/operational risks related to:
   a. continuing efforts to comply with the 1999 U.S. Supreme Court's Olmstead decision emphasizing that persons with disabilities receive services in the most integrated setting appropriate,
   b. state initiatives to re-balance Medicaid funding toward home and community-based services, including the impact of the Center for Medicare and Medicaid Services regulatory requirements regarding home and community~~-~~-based settings, and
   c. other relevant Medicaid funding threats within the ~~state~~State

F. **Ward Beds.** ORCF generally considers the presence of ward beds as a potential risk factor in underwriting 232 transactions. The National Emergency resulting from the COVID-19 virus adds even greater importance to the consideration of functional obsolescence associated with wards. Applications must demonstrate analysis of ward beds considering the changed—and continually changing—circumstances. As a result, ORCF will consider the NOI's sensitivity to the loss of three- and four-bed wards and the facility's ability to meet the program's required minimum debt service coverage ratio (1.45) as a key risk factor. The lender should clearly demonstrate the facility's ability to adapt to the loss of ward usage in the application.

~~F.~~G. **Independent Living Units:**

1. ORCF will allow Independent Living Units up to 25% ~~of the beds~~ in a Section 232 project ~~to be for Independent Living residents.~~ . Residents in Independent Living Units do not need to meet ORCF's definition of frail elderly.
   25% of the beds are calculated using the following metrics:
   a. Independent living units, count each unit as one bed.
   b. Assisted Living units, count licensed beds.
   c. Semi-private units, in any care type, count licensed beds.
   d. For skilled nursing facilities, count licensed beds.

2. The project must offer services to all residents in the project comparable to those found in a residential healthcare property (i.e., skilled nursing ~~project~~, assisted living ~~project~~, board and care ~~project~~ or intermediate care ~~project.~~ .)
~~1.~~3. Independent Living Units do not need to be licensed—they may be licensed or un-licensed and must be of a ~~complimentary~~complementary design and use to the rest of the project.

4. The Independent Living Units must have full bathrooms as part of the unit and may not rely on shared bathrooms.
~~2.~~5. Lenders proposing a project containing Independent Living Units exceeding 25% of the beds or units as calculated above, may wish to insure the project under two loans. ORCF has insured loans on projects where a portion of the project was insured under Section 232 and another portion was insured under ~~Section 221(d)(4) or Section 231.~~a Multifamily FHA mortgage insurance program. Lenders wishing to pursue such a project must contact ORCF and ~~ORCF will need~~Multifamily to coordinate ~~with Multifamily staff in~~ the processing of the project – the Section 232 loan would be processed by ORCF and the ~~Section 221(d)(4) or Section 231~~Multifamily FHA insured loan would be processed by the Office of Multifamily Housing.

~~G.~~H. **Assessment Fees.** Assessment fees are paid upon entry to the project for purposes of covering the cost of assessing a new resident's need for services. Assessment fees that are in line with the prevailing market conditions are permitted.

~~H.~~I. **Scattered Site.** Projects not located on the same contiguous site are eligible for mortgage insurance under Section 232 under certain conditions. ~~HUD generally requires that the two sites are under the same license, but may consider projects involving two different types of facilities, such as a Skilled Nursing Facilities (SNF) and an Assisted Living Facility (ALF), that cannot be under the same license. Additionally, HUD would look for evidence submitted by the Lender~~ The Lender must submit evidence that demonstrates the parcels physically comprise a readily marketable real estate entity (e.g., the same ~~immediate~~ neighborhood) and that they are within an area limited enough to allow convenient and efficient management. Additionally, the appraisal should include comparables similar in nature to the subject, be it other scattered site transactions, or single properties of similar configuration and size to the individual properties comprising the project, as appropriate. Scattered sites may not cross State lines. Due to the unique characteristics of scattered site projects Lenders are encouraged to contact LeanThinking@hud.gov prior to application submission.

~~I.~~J. **Project Design.** The Project design shall be suitable for the intended use and must cater to the specialized needs of the residents~~ and~~, be consistent with the market and industry best practices, and comply with all federal, state and local accessibility requirements.

K. **Emergency Generators.** Skilled Nursing Facilities must have an emergency and standby power system as set forth in 42 CFR part 483, subpart B. In addition, assisted living facilities must have a generator or another comparable backup power supply on-site in preparation for future weather events or blackouts, regardless of local requirements, given the frail nature of the residents. Applications should fully address local requirements and industry best practices, as well as any proposed risk mitigation.

~~J.~~L. **Commercial Space.** Varies by program. See individual program sections below for more information.

~~K.~~M. **Non-Resident Adult Day Care.** An eligible ~~Healthcare~~Residential Care project may provide ~~nonresidential~~non-residential (outpatient) care for elderly individuals and others (e.g., persons with physical or mental disabilities) who require care during the day. A project that contains *only* ~~a~~ day care ~~component~~ is *not* eligible under Section 232. Non-resident adult day care space ~~may~~shall not exceed 20% of the gross floor area of the project and ~~nonresident~~non-resident day care income ~~may~~shall not exceed 20% of gross income. The Lender must provide a Certificate of Need or operating license, if applicable, and must demonstrate that the day care space will be self-supporting.

~~L.~~N. **Real Estate requirements.** The mortgage must be on real estate held:

1. In fee simple;

2. Under a ground lease for not less than 99 years which is renewable; or

3. Under a ground lease approved by ORCF with a minimum term of 10 years beyond the loan maturity date.

~~**Environmental Review.** ORCF must comply with various environmental laws and regulations.~~Note that real estate with property used for non-healthcare-related project uses, such as large tracts of excess land, recreational facilities such as baseball or soccer fields, stand-alone churches, convents, etc. should be evaluated prior to application submission for compatibility and potential liability exposure. Property that is not compatible with, or creates additional liability risk to, the healthcare operations should be removed from the insured mortgage collateral.

~~M.~~O. **Environmental Review.** ORCF must comply with various environmental laws and regulations. As these requirements are statutory and regulatory in nature, Firm Commitments cannot be issued until the HUD Approving Official signs and certifies the final approval of the environmental review. Applications will not be presented to Loan Committee for Firm Commitment until the environmental review receives final approval. Lenders should note that certain requirements may involve lengthy review processes by other agencies that are outside of HUD's control; close attention should be given to these requirements prior to application submission in an effort to avoid application processing delays. ORCF imposes submission requirements on Lenders to assist in this review. These requirements are detailed in Production, Chapter 7, Environmental Review~~.~~, including:

1. The Lender must submit an environmental report to HUD using the HUD Environmental Review Online System (HEROS) for all projects. See Production, Chapter 7, Section 7.2 "Lender's Responsibilities".

2. Work that exceeds the level of routine maintenance must not begin until HUD completes its Environmental Review and or the HUD Approving Official approves the covered action. (See HUD Notice CPD-16-02 "Guidance for Categorizing an Activity as Maintenance for Compliance with HUD Environmental Regulations, 24 CFR Parts 50 and 58" or succeeding guidance, which is available on the ORCF Environmental Resource page.) Existing projects may continue normal operations during the FHA application process, including completing routine maintenance repairs or emergency repairs. For additional guidance on what constitutes routine maintenance see the Environmental Review Fact Sheets on HUD Exchange, (Additional Guidance on Maintenance in Environmental Review of Office of Housing Programs). This additional guidance should be used in conjunction with Notice CPD-16-02, referenced above. Lenders must request approval to begin a repair that exceeds routine maintenance prior to completion of HUD's Environmental Review if it is identified in the Capital Needs Assessment as a critical repair to correct items that affect life, health, and safety, or are a hazard to the occupants (e.g., installation of smoke detectors). Such work must not begin until the HUD Approving Official has approved the request.

3. Other work that exceeds the level of routine maintenance and is not otherwise permitted under the preceding paragraph (2.5.O.2) may not be done before the HUD Approving Official signs and certifies the environmental review. The lender must confirm with ORCF that the work does not exceed routine maintenance, or that it is permitted under the preceding paragraph, before commencing the work.

4. Work that began before the application's submission to HUD, whether the work was complete or still in progress at the time of the application submission, is not eligible for inclusion as a project repair; and the associated costs must not be included in the repair costs. However, this work may be eligible as a capital expenditure, as outlined in Chapter 3.13.B.3.

Note that any changes in the proposed work after completion of the environmental review may trigger additional environmental review requirements and may delay the issuance of a Firm Commitment or Final Endorsement.

~~N.~~P. **Lender Site Visit.** The site ~~inspection~~visit is an integral part of the overall underwriting process, and it is most appropriate that the Lender's underwriter for that transaction perform that site ~~inspection.~~visit to assess the overall operations. In rare circumstances this may be infeasible, in which case either the underwriter trainee assigned to that particular project or another ~~Lean~~ Section 232 approved underwriter in that firm may conduct the ~~inspection~~site visit. If the Lender has an employee who is a licensed appraiser (not a third-party contractor), ORCF will consider approving that individual to do a site ~~inspection~~visit on a transaction-by-transaction basis. Requests for such approvals must be submitted to ~~Lean Thinking~~LeanThinking@hud.gov.

~~O.~~Q. **Prior Defaults/Claims.** ORCF does not prohibit applications for mortgage insurance for formerly HUD-held loans. However, ORCF is not obligated to accept any application with a Borrower/principal who has not proven to be a good business partner or for a property which has proven to be unsuccessful in the past. In such cases, the Lender should accept such applications only after they have considered and documented the economic, physical, operational or management factors that led to the specific changes that have occurred which would justify an application for new mortgage insurance. Lenders are encouraged to contact LeanThinking@hud.gov during assembly of such applications.

~~P.~~R. **Non-recourse.** The ORCF Healthcare ~~Project~~Facility Note (Form HUD-94001-ORCF) contains a non-recourse provision. The non-recourse nature of the loan is not absolute~~,~~ and can be overridden based on intentional bad acts as described in Section 8 of the Healthcare Project Note, Section 38 of the Healthcare Regulatory Agreement—Borrower, and Section 6 of the Healthcare Security Instrument, Form HUD-94000-ORCF. See Production, Chapter 6.1. E.3 for guidance on identifying those individuals or entities who will be personally liable for certain enumerated matters identified in the Regulatory Agreement.

~~Q.~~S. **Liens/Secondary Financing.** Section 232 of The National Housing Act requires mortgages insured under Section 232~~(either directly or pursuant to 223(f) or 223(a)(7)~~ to be first liens. Mortgages insured under Section 241, 223(d), or ~~232i may~~232(i) will be subordinate to other FHA-insured loans. Other Secondary liens are permitted~~,~~ in accordance with requirements for secondary financing described in Production, Chapter 3.

~~R.~~T. **Loan Term.** Varies by program. See individual program sections below for more information.

~~S.~~U. **Amortization plan.** All FHA-insured loans must fully amortize through a level annuity monthly payment plan (LAMP), which requires equal monthly payments of principal and interest. LAMP variations are permissible for transactions involving bond financing and/or tax abatement.

~~T.~~V. **Interest Rate.** The interest rate on an FHA-insured loan is negotiated between the Borrower and Lender and must be fixed for the term of the loan. If the interest rate is locked at a higher rate than is represented in the Firm Commitment, ORCF may reevaluate the terms of the Firm Commitment.

~~U.~~W. **Prepayment Restrictions.** ORCF permits prepayment restrictions in connection with the financing in compliance with 24 CFR 200.87.

~~V.~~X. **Underwriting Existing ORCF insured projects.** When underwriting projects that are currently FHA-insured, the Lender must do the following:

1. Disclose in the application that the project is FHA-insured and provide the existing project number.

2. Confirm any program compliance issues have been appropriately addressed, including but not limited to:

   a. Review the latest Real Estate Assessment Center (REAC) physical inspection report, if applicable, to assure that the Property Capital Needs Assessment or ~~3rd~~ Third-Party Architecture and Cost Report addresses ~~the~~ deficiencies ~~if the score was below 60 or had~~and identifies any Health and Safety ~~deductions~~issues.
   b. Review of any outstanding Asset Management items noted by the ORCF Account Executive.

~~2.~~3. Review the current interest rate. If the loan will increase the interest rate, identify reasons why the increased interest rate is an acceptable risk to ORCF.

~~3.~~4. Review the current monthly Principal, Interest and Mortgage Insurance Premium (MIP) payment. If the monthly payment will increase, identify reasons why the increased payment is an acceptable risk to ORCF.

~~4.~~5. Prepayment approval must be obtained from ORCF via the Insurance Termination Request ~~for Multifamily Mortgage.~~(Form HUD-9807-ORCF).

~~5.~~6. Disclose whether any principals that participate in the project have changed and comply with Previous Participation requirements as noted in Housing Notice H 2016-15 (or successors thereto).

7. ~~**HUD**~~ Review the existing Regulatory Agreement(s) for any riders or other stipulations that should be carried forward to the new loan (e.g., third-party risk management programs, wetland restrictions, or other requirements added to the standard form.) Include a copy of these Agreements in the underwriting application.

8. Review any existing escrows (short term, long term, Mortgage Reserve Funds [MRF] and/or Initial Operating Deficit [IOD]) and identify reasons whether or not the escrows should remain in the new transaction. Include a copy of these Agreements in the underwriting application.

~~W.~~Y. **Fees Associated with Application:**

1. **HUD Application Fee.** An application for Firm Commitment must be accompanied

by an application commitment fee equal to $3 per $1,000 (30 basis points) of the requested loan amount with the exception of the 223(a)(7) Refinance and the 232~~-~~(i) Fire Safety Equipment Loan ~~Program. That fee is~~Programs. Those fees are listed in ~~Section~~ Sections 2.10 and 2.12 of this Chapter~~.~~, as applicable. Applications for properties located in a qualified Opportunity Zone submitted under Section 232 construction, Section 232/223(f) and Section 241(a) must be accompanied by an application fee of $2.00 per thousand dollars of the requested mortgage amount, per Notice H 2019-10.

2. **HUD Inspection Fee:** Varies by program. See individual program sections below for more information.

3. **HUD Mortgage Insurance Premium (MIP):** The mortgage insurance premiums are based on a percentage of the loan amount and may vary, depending on the insurance program. The initial premium is payable in advance at Initial Endorsement (for Insurance of Advances transactions) and at Initial/Final Endorsement (for Insurance Upon Completion transactions). Current fees are published in the Federal Register. ORCF does not regulate the amount or timing of mortgage insurance premium collection by Lenders from Borrowers. Lenders may have their own policies as they deem appropriate, although regardless of such policies the lender remains responsible for remitting the MIP to HUD under the mortgage insurance contract.

4. **Lender Fees and Charges.** Varies by program. See Production, Chapter 3 for limits to ~~lender~~Lender fees and charges.

~~A. **Non-profit Developer and Housing Consultant Fees.** Non-profit Developer and Housing Consultant Fees are not permitted as mortgageable expenses on Section 232 projects.~~

~~X.~~Z. **Reserve for Replacement~~.~~ (R4R).** Varies by program. Initial deposits to the account are to be made in cash at the time of the loan closing. See individual program sections below for more information.

~~Y.~~AA. **Cost Certification.** Cost Certification requirements can be found in Production, Chapter 11. Cost Certifications are not required on Section 232/223(a)(7) (except those 232/223(a)(7) projects with repairs without a PCNA provided in the Firm Application) or Section 232/223(d) projects. Projects with housing tax credits may be exempt from cost certification requirements (See Production, Chapter 12).

~~Z.~~BB. **Insurance Requirements.** ORCF requires several types of insurance for Section 232 projects such as Professional Liability Insurance, Fidelity Bond Insurance, Property Insurance and Hazard Insurance. These insurance requirements are detailed in Production, Chapter 14.

~~AA.~~CC. **Licensing.** Licenses are pledged as security for the loan, and any modifications (additions, deletions, or major improvements) in the bed authority must be approved by ORCF. Any change in bed capacity without ORCF approval is a violation of the

Regulatory Agreement. The Firm Application must include a copy of any current project licenses related to the project as well as an explanation in the Lender Narrative of the number of beds and units licensed vs. underwritten. For beds requiring licensing, the number of licensed beds must be greater than or equal to the number of underwritten beds.

~~BB.~~DD. **State Approvals.** The following approvals are required:

1. Certificate of Need. If applicable in the State where the project is located, Skilled nursing care and intermediate care beds require a certificate of need (CON) from the ~~state~~State agency with jurisdiction.

2. If no authorized State agency exists, or if it is not empowered to execute a CON, the State may conduct or commission an independent study of market need and feasibility acceptable to ORCF that:
    a. meets the standards of the American Institute of Certified Public Accountants, as certified by the State and/or preparer of the market study,
    b. assesses market need on a market~~-~~-wide basis, including excess beds and typical market~~-~~-wide operating occupancy rates of existing projects,
    c. discusses the impact of the proposed project on other healthcare projects and services in the area,
    d. provides demographic projections (size, density, distribution, and vital statistics on household income) for the proposed project and market area,
    e. discusses available alternative healthcare delivery systems (geriatric day care, board and care, etc.),
    f. describes the reimbursement structure or payment sources of the proposed project and that of the competing projects in the area, including percentage of self-pay clients and daily cost to the client; percentage of Medicaid/Medicare clients and reimbursement rate; percentage of other clients (managed care, etc.).
    g. estimates market absorption period of beds in the proposed project by month including discussion of market supply, market reaction to unit type (private, semiprivate, 3-bed, etc.) and resident turnover.

3. If the State is not authorized to conduct, commission, or certify the study as to form and substance, the Lender must provide financial and market information acceptable to ORCF.

4. The proposed Borrower may reimburse the State for the cost of the independent market and feasibility study.

5. Substantial Rehabilitation. If the authorized State agency requires a new CON, a copy of the new ~~certification on Form Certificate of Need, (~~CON~~), for Health Project and Assurance of Enforcement (Form 92576A-ORCF)~~ must be submitted. If the authorized State agency does not require a new CON, the Lender must provide a statement from the State agency that a new CON is not required and a copy of the original CON, if available. If a copy of the original CON is not available, please

explain. If there is no authorized State agency and the rehabilitation involves new beds, the alternative market study described above must be submitted.

6. Acquisition or Refinancing. If the authorized State agency requires a new CON, a copy of the new ~~certification on Form 92576A-ORCF~~CON must be submitted. If the authorized State agency does not require a new CON, a statement from the State agency and the original CON must be submitted, if available. If a copy of the original CON is not available, please explain.

7. Bed authority modifications. Any proposed modifications (additions, deletions, or major improvements) in the bed authority for any Section 232 project must receive prior approval from ORCF in order to protect ORCF's security interest. The Lender is expected to provide certification that the security for the loan after the release of any bed authority still exceeds the unpaid principal balance.

8. If the State requires a CON for assisted living or board and care facilities, the Lender must submit a copy to ORCF.

EE. **Experience of Participants.** Participant experience in residential healthcare operations is of paramount importance. ORCF must ensure that controlling participants of the ~~**Development Team.**~~ ~~Only~~ Borrower, Operator, Parent of Operator and Management Agent demonstrate the requisite business and healthcare expertise to operate the project successfully and understand the residential healthcare industry, including state reimbursement systems, as well as the care-related and hospitality-oriented needs of the proposed clientele. Generally, only Borrowers, Operators, Parent of Operators and Management Agents whose principals have at least three years of relevant healthcare operations experience successfully operating ~~multiple projects~~similar size facilities with the types of beds (e.g., licensure such as SNF, ALF, etc. or specialty such as ventilator beds) and care acuity levels (e.g., rehab, long term care, etc.) proposed will ~~generally~~ qualify for ORCF mortgage insurance. ~~Those participants~~ If the principals only have experience with ~~experience successfully operating only~~ one project ~~must have a~~and are proposing multiple new FHA loans or loan(s) in new markets, experience longer ~~operating history~~ than three years will generally be required. Experience in a market near the proposed market is more highly valued than experience in a different region of the country~~.~~; applications proposed in a different State or market must demonstrate the principals' understanding of the particular reimbursement system and market dynamics.

Lenders must provide a comprehensive explanation of the controlling participants' residential healthcare related experience, including a Schedule of Real Estate Owned and/or Operated (REO) demonstrating this experience. The experience must include marketing, operating, and where applicable, repositioning/turning around, developing and leasing up the types of beds proposed. The evidence provided to document this experience must include an REO Schedule including, at a minimum, a complete list of the names of each project, locations, types of care provided, unit and bed count, revenue, NOI, occupancy, star ratings (as applicable), participants and dates of participation. Experience of the Management Agent or Operator is generally not an acceptable mitigant to offset the

Borrower's lack of experience. ~~The evidence provided to document this~~If the Firm Application cites the experience of the principals of the Operator, Parent of Operator or Management Agent, the evidence must also include ~~a complete list of the names of~~ the specific responsibilities for those principals at each project~~, types of care provided, locations, unit and bed count, and dates. If a firm application~~ cited.

If a Firm Application proposes to add units to the market, the evidence must also include key operating metrics from initial lease-up to stabilization, including fill pace, occupancy, and Net Operating Income. ~~If the firm application cites the experience of the principals of the Operator or Management Agent, the evidence must also include the specific responsibilities for those entities at each project. ORCF must ensure that participants have the requisite business and healthcare expertise to operate the project successfully and understand the health-related and hospitality-oriented needs of the proposed clientele.~~

1. **Additional Experience Requirements for 223(f) Applications:** For properties that have been purchased within the past three years, the Borrower, Operator or Parent of Operator must show evidence of recent experience operating the same type of facility in similar markets as the subject application, with a demonstrated understanding of reimbursement systems and market dynamics. The controlling participants of one or more of these entities must have a demonstrated track record of operational sustainability or improvement operating similar facilities. Additionally, if the application is underwritten on an improvement in operations as a result of the new Borrower or Operator taking over the property, the application must show evidence of operational improvements in other similar properties, with a proven track record of successfully improving and maintaining operations. In support, the Lender must provide an REO Schedule and documentation in the Lender Narrative from other similar project operations demonstrating successfully improved operations, including:

    a. Property name and address
    b. Facility type and number of beds
    c. Borrower, Operator and Parent of Operator entities and controlling participants
    d. Key operating metrics over the time period (3 or more years) including before, during and after transition to the new operator:
        i. Revenue
        ii. Net Operating Income
        iii.
        iv. Occupancy
        v. Star rating (as applicable)

2. **Additional Experience Requirements for Construction Projects:** The Borrower entity must have at least one key Controlling Participant that has recent (generally within the past five years) experience developing similar projects. Similar projects are properties reasonably comparable in kind and scale to the subject of the proposed transaction. Comparable in kind and scale means: (a) similar in physical size (e.g., number of units) and building type and uses (e.g., skilled nursing, assisted living,

memory care); (b) similar financially (e.g., revenues, expenses, size of mortgage, required liquidity); and (c) similar operationally (e.g., target markets/resident population, census mix, care type (skilled nursing, assisted living, memory care). In addition,

a. The experienced participant(s) must have control over day-to-day operations of the property.
b. If a joint venture of participants is proposed, the application should also include evidence of the participants successfully working together in previous projects, or in other similar joint venture arrangements.
c. The ownership interest must create an ability by the experienced participant to direct the operations of the Borrower, or influence, either directly or indirectly, the decision-making authority of the managing member or general partner and those member(s) of business entities which, if they suffered material negative financial or legal problems, would pose a risk to HUD.
d. In the absence of substantial equity investment by parties with the required development/lease-up experience and capacity, the lender must demonstrate that those parties nevertheless have an ample stake in the facility's successful development/lease-up to stay fully engaged and committed regardless of unanticipated occurrences throughout the process. Such evidence should include, along with any other available indicators:
    i. Reliance upon those parties by investors in the subject transaction who are seasoned in investing in the senior care industry.
    ii. Substantial adverse consequences to a well-established/highly favorable industry reputation of the experienced parties should those parties fail to achieve development and lease-up.
    iii. Transaction-specific contractual obligations and resulting specific adverse consequences to the experienced parties if the development is not successfully completed and leased up.
    iv. Substantial favorable financial incentives contingent upon timely development and the degree of sustained operational/financial success of the facility.
e. Additionally, the experienced participant is expected to be part of the Borrower entity for the life of the loan, organization structures that anticipate less than that term are not acceptable.
f. Experience of the Management Agent or Operator is not an acceptable mitigant to offset the Borrower's lack of experience.
g. The Borrower's experience must include developing and leasing up the types of beds proposed. The Lender must provide an REO Schedule, as noted above, and documentation in the Lender Narrative about other similar developments, including:
    i. Property name and address
    ii. Key operating metrics of the experience from initial lease-up to stabilization, including:
        (a). Fill pace
        (b). Net Operating Income
        (c). Number of beds, units or residents

(d). Occupancy
(e). Star rating (as applicable)

~~CC.~~FF. **Previous Participation Certification.** The purpose of the Previous Participation certification review is to assure that controlling participants in ORCF projects are responsible parties with regard to their participation in other governmental housing transactions. Controlling participants in a proposed transaction must submit information regarding previous participation in governmental housing transactions either via the electronic Active Partners Performance System (APPS) or on the Consolidated Certification. APPS submissions and Previous Participation Certification submissions must be approved prior to issuance of a Firm Commitment. Should participants change, revised submissions must be completed and approved prior to closing. Additional information on the previous participation certification requirements can be found in Housing Notice H 2016-15 (or successors thereto).

1. **Controlling Participants.** Controlling Participants are those entities serving in the specified capacity of Borrower, Management Agent, Operator, General Contractor, or Master Tenant. Controlling Participants are individuals and entities determined by HUD to exercise financial or operational control over the project. Housing Notice H 2016-15 (or successors thereto) provides additional detail on who HUD considers to be a Controlling Participant for Previous Participation Review purposes.

2. **Organization Charts.** Organization charts are a visual representation of the ownership structure of an organization. The organization chart must be clear enough so that a person unfamiliar with the project and the entities involved can understand the ownership and control structure. Housing Notice H0 2016-15 (or successors thereto) details the organization chart submission requirements.

GG. **Quality of Care.**

Resident care in Section 232 facilities is of paramount importance. The lender must demonstrate that operators are capable of providing appropriate care to residents. Thus, when data suggests quality of care concerns, the lender must provide detailed explanation of those matters in the Lender Narrative.

1. Examples may include situations when:
    a. There is a 1 Star CMS rating for overall or health inspections,
    b. There have been multiple “G” or Higher survey tags in the past 2 years,
    c. There have been instances of abuse or neglect in the past 2 years, or
    d. There have been other care related issues.

2. When these types of quality of care issues are present, the lender must address the issues by providing specific details, including the following information:
    a. Specific steps the operator has taken to improve the overall quality of care, addressing the specific survey tags and quality of care in general.
    b. Demonstrate how these steps have led to improved care and survey results.

c. Facility names and addresses for other facilities that are affiliated with the principals of the operator, Star Ratings, an explanation of survey history at those projects and information on any Denials of Payment or Civil Money Penalties at these facilities to provide evidence that the operator is capable of providing strong quality of care.

3. **One-Time Risk Assessment:** In the above situations, ORCF will generally require a one-time on-site risk assessment for the proposed project, which must include the following:
    a. Review of both operational and clinical processes
    b. Review of the environment for liability risk exposures
    c. Identification of operational and clinical opportunities
    d. Make recommendations for improvement of operational and clinical processes

The Operator should use the assessment to strengthen the risk management program. In addition, if the assessment is completed prior to application submission the Lender Narrative must summarize the assessment and the recommendations, the proposed implementation strategy, and provide an explanation of why any recommendations have not been implemented. If the assessment is not completed prior to application submission, it may be required as a special condition of the Firm Commitment to be provided prior to closing.

4. **Quality of Care Escrow:** ORCF will require an escrow equal to at least three months of principal, interest and MIP for all projects with a 1-Star overall CMS rating or a 2-Star overall CMS rating with 1-star health inspection rating or any actual harm tags in the last two years and may require an escrow for projects with other quality of care concerns. This escrow is not mortgageable and can be funded by cash or an irrevocable letter(s) of credit issued to the lender by a banking institution. Disbursements from the escrow may be authorized upon written approval from the Lender's Servicer and subsequently ORCF after the start of amortization. Uses of this escrow are only for principal, interest, mortgage insurance premium, and any lender required loan escrows (e.g., property taxes). Unused portions will be returned to the borrower after the project has met all the following conditions:
    a. Project has maintained an average minimum debt service coverage ratio (DSCR), as determined by ORCF, (including MIP) for a consecutive 12-month period after Final Endorsement,
    b. The project is not designated by the Centers for Medicare and Medicaid Services (CMS) as a Special Focus Facility or similar future designation,
    c. The project is not designated by CMS as a Special Focus Facility candidate or similar future designation, and
    d. The property currently has a 2-star or higher overall star rating on Medicare.GOV or similar future Medicare.GOV rating, with at least a 3-star inspection rating and no IJ or actual harm tags in the past three years.

~~DD.~~HH. **Risk Management Program.** Operators must implement and maintain a risk management program which incorporates a real-time incident reporting and tracking system that informs Operator's senior management of all incidents with the potential to expose the Operator to liability for personal injury or other damages. Each incident must be reviewed by the Operator's appropriately~~-~~ trained professional staff, and such staff must follow-up on incidents, as necessary. The risk management program must include appropriate training for Operator's staff.

The risk management program~~, which~~ must be reviewed by the Lender prior to application submission, will also be reviewed and approved by ORCF prior to closing, and is expected to be maintained for the life of the loan. If at some time in the future the Operator requests to make any changes to the original risk management program that was approved by ORCF prior to closing, Asset Management would review and consider the request on a case-by-case basis.

1. **Internal.** Operator has the capacity to administer risk management that includes developing and documenting a risk management plan, incorporating a comprehensive software-based risk management program, and have designated staff positions to implement the risk management program**.** In this approach, a highly experienced long-term care risk manager develops the company's risk management program, tracks incidents, analyzes incident trends, trains/re-trains front line staff as needed, works with the professional liability insurance carrier, etc. This approach could be implemented across multiple projects~~. This would be~~ and is acceptable if the Operator has the capacity and track record as demonstrated through appropriate quality of care indicators.

2. **External.** Operator contracts with an experienced third~~-~~-party provider of electronic risk management. ~~This would~~External programs will be required if the Operator does not have the capacity to develop and implement an internal program or if the quality~~-~~-of~~-~~-care indicators are below an acceptable level. This level of risk management provides the highest degree of confidence, accuracy and follow-through on reducing incidents and claims.

   The statement of work must include, at a minimum, the following:
   a. Access and use of an electronic incident tracking and reporting system
   b. Project incident reporting and tracking with the third~~-~~-party provider's data processing/risk management center
   c. Clinical specialists to review all incidents and trends and train staff accordingly
   d. Assist the project in developing, implementing and maintaining appropriate risk~~-~~-prevention initiatives

~~EE.~~II. **Deposit Account Control Agreement (DACA-Non-Governmental Receivables).** ORCF requires the Borrower, Operator and/or Master Tenant to execute one or more deposit account control agreements or similar agreements in a form approved by the FHA Lender and ORCF. In this agreement(s), the Borrower, Operator and/or Master Tenant acknowledge the FHA Lender as a secured party and grants to the FHA Lender control (as defined in Section 9-104 of the UCC) of one or more deposit accounts of the Project and all cash, ~~moneys~~money, and other property on deposit~~.~~ (Please see Production, Chapter 16 for further details).

~~FF.~~JJ. **Deposit Account Instructions and Service Agreement (DAISA-Governmental Receivables).** ORCF requires the Borrower, Operator and/or Master Tenant to execute one or more DAISAs or similar agreements in a form approved by the FHA-insured Lender and ORCF on all projects with Governmental Receivables including accounts receivable from Medicaid, Medicare, or any other federal/state/local governmental entity that reimburses a health care project for patient services**.** This agreement outlines the instructions to the depository bank regarding its receipt of funds from governmental reimbursements and generally requires a daily sweep of such funds into an account subject to a deposit account control agreement~~.~~ (Please see Production, Chapter 16 for further details) .

~~GG.~~KK. **Accounts Receivable Financing and Deposit Account Control Agreements.** For projects involving Accounts Receivable ("~~AR~~A/R") financing, the ~~AR~~A/R Lender will also be a party to the deposit account control agreements. In some instances, the ~~AR~~A/R Lender will also be the depository bank under the deposit control account agreements. The deposit account control agreements must address the priorities between the ~~AR~~A/R Lender and the FHA Lender in the deposit account. Generally, the ~~AR~~A/R Lender will have a first lien on the ~~AR~~A/R and the FHA Lender will have a second lien on the ~~AR~~A/R. The FHA insured Lender must have a secured interest in the ~~AR~~A/R and the FHA Lender must be able to capture the funds in the event that HUD takes possession of the Project~~.~~ (Please see Production, Chapter 15 for further details).

~~HH.~~LL. **Sinking Fund.** The purpose of a Sinking Fund Account is to capture excess project capital in the earlier years of ~~a~~an FHA~~-~~insured mortgage and to set aside funds in a separate account to make principal payments in the later years of the mortgage in the event that project revenues are not sufficient to make the principal payments. The amount to be set aside is provided in the amortization schedule for the FHA mortgage. ORCF requires the establishment of a Sinking Fund Account for nursing homes in States that:

1. Include a capital component (depreciation and interest) that is greater than an insignificant amount in their Medicaid reimbursement to nursing homes, and

2. Use a pass-through method of paying the provider for the depreciation (straight line depreciation) on assets.

The sinking fund is "funds held by Lender on behalf of the Borrower," is held under the contract of mortgage insurance "for and on behalf of the Borrower," and as such, is unrelated to the bond transaction.

1. The Borrower must:
    a. Agree to all requirements and conditions of ORCF.
    b. Authorize through a power of attorney the appointment of the Lender as payee of third-party reimbursement checks (project funds) in the event of a default.

c. Sign a sinking fund agreement with the Lender in addition to a regulatory agreement with HUD.

d. In the event of default under the terms of the mortgage, pursuant to which the loan has been accelerated, the Secretary may apply or authorize the application of the balance in such fund to the amount due on the mortgage debt.

e. In the event of any conflict or inconsistency between ~~this~~the sinking fund agreement and the FHA mortgage insurance documents, rules or regulations, the FHA mortgage insurance documents, rules and regulations shall control and prevail.

2. The sinking fund agreement must provide that withdrawals be made in accordance with an amortization schedule prepared by the Lender and only with the counter-signature of the Lender. The use of these funds for any other purpose is prohibited, without the express written permission of ORCF.

~~II.~~MM. **Initial Operating Deficit (IOD).** An IOD analysis is required on all applications where new units are being added to the subject or when the occupancy performance assumptions used in the underwriting are not presently being achieved by the subject. This analysis must be on the Initial Operating Deficit Escrow Calculation Template (Form HUD-91128-ORCF). Instructions for completing the Initial Operating Deficit Escrow Calculation Template can be found in Appendix 2.1. An escrow will be required when any period of deficit operations is identified. The escrow will provide funding for operating expenses and debt service when net income is inadequate during the initial lease-up and stabilization period. The escrow is not mortgageable~~,~~ and must be funded either through cash or through one or more unconditional, irrevocable letter(s) of credit issued to the Lender by a banking institution.

Disbursements from the escrow may be authorized monthly with written approval from the Lender's Servicer and ORCF to meet any Cash Deficit in the operation of the Project. The term Cash Deficit means the shortfall between Income and Reasonable Operating Expenses. The IOD may also be used to cover Debt Service Payments and ~~Reserve for Replacement~~R4R Deposits. Expenses not accounted for in the IOD calculation must not be considered reasonable operating expenses. Unused portions will be returned to the Borrower twelve months after final closing and when the project has demonstrated to ORCF's satisfaction that the Project has ~~achieved a~~maintained an average minimum debt service coverage ratio (including the Mortgage Insurance Premium~~) of at least 1.45~~), as determined by ORCF, for ~~each~~ a 12-month ~~of three consecutive months~~period after final closing. ORCF will look to the servicing Lender to certify that this requirement has been met, based on financial statements provided to the Lender by the Borrower.

NN. **Short-Term Debt Service Reserve Escrow (DSR).** A DSR may be required on applications where units are being added to a market, or in 223(f) applications where projects have not demonstrated the underwritten NOI for ~~an appropriate period of time. The DSR will~~a sustained period, generally the most recent 18 months. For example, where an addition is proposed (subject to the limitations outlined in 2.9.A.) or where historic operations under the current operator have not been achieved, or have a short track record, at the appraised or underwritten NOI. A short-term DSR may also be required as risk mitigation for the refinance of projects with a recent purchase that includes a change in Operator or other significant operational changes, as outlined in 2.9.O.

The DSR will typically be between six and twelve months of principal, interest and MIP payments, or longer as needed to mitigate risk. The escrow will provide funding for debt service payments in the event that income is not available~~ during the initial lease up and stabilization period and the IOD is depleted.~~. The escrow is not mortgageable~~,~~ and must be funded either through cash or one or more unconditional, irrevocable letter(s) of credit issued to the Lender by a banking institution. The amount of this debt service escrow may be increased at HUD's discretion if credit considerations warrant additional risk mitigation.

Disbursements from the escrow may be authorized monthly with written approval from the Lender's Servicer and ORCF to make debt service payments after the start of amortization. Unused portions will be returned to the Borrower after the project has maintained an average ~~of the underwritten~~minimum debt service coverage (including MIP), as determined by ORCF, for a 12-month period after final closing. ORCF will look to the servicing Lender to certify that this requirement has been met, based on financial statements provided to the Lender by the Borrower.

~~JJ.~~OO. **Assurance of Funds to Meet IOD and DSR**. The Borrower may fund the IOD and DSR the following ways. Excess loan proceeds ~~may~~shall not be used to fund these escrows.

1. **Cash.** Escrow Agreement for Operating Deficits (Form HUD-92476B-ORCF) must be used when assurance is funded via non-project cash.

2. **One or more unconditional irrevocable letter(s) of credit**. Letters of Credit must be issued to the Lender by a banking institution. Letters of credit cannot be collateralized by project assets. HUD assumes no responsibility for reviewing the letter(s) of credit for sufficiency or enforceability.

~~KK.~~PP. **Long-Term Debt Service Reserve Account.** If ORCF determines the loan presents an atypical long-term risk, ORCF may require that the Borrower establish, at final closing and maintain throughout the term of the loan, a long-term debt service reserve account. This account is an eligible mortgageable expense and is to remain for the life of the loan. The amount required to be initially placed in the long-term debt service reserve account and the minimum long-term balance to be maintained in that account will be determined during underwriting and separately identified in the Firm Commitment. Funds may be released from the account in extreme situations with ORCF approval. In the event that ORCF approves a release, the account must be ~~refunded~~replenished, and the Borrower ~~may~~shall not take ~~no~~ distributions until the account is fully ~~refunded~~restored.

QQ. **Supplemental Income Sources.** Supplemental income sources such as Upper Payment

Limit (UPL), Intergovernmental Transfer (IGT), /Quality Incentive Payment Program (QIPP) or other similar income sources must be clearly identified and described in both the text of the Lender narrative and in tables, financial statements, and the sources and uses, as applicable. The Lender must evaluate the risk and stability of these income sources and clearly define mitigation such as modified capitalization rates, long-term debt service reserve escrow accounts, or other mitigations. The third-party appraiser will determine the appropriateness of including such income when establishing the market value of the property using the income approach. ORCF does endeavor to accommodate transactions for SNFs which receive these supplemental income streams, despite their complexities, as ORCF recognizes the additional revenue is beneficial to a facility, at least in the near-term. However, in order to minimize the risk associated with this financing mechanism, ORCF will not include these revenue streams in the lender's underwritten NOI utilized for the debt service coverage loan constraint. Additionally, ORCF will not include more than 15% of the total underwritten value attributed to that revenue stream in the loan to value loan constraint.

Supplemental revenue streams based on quality measures that are provided through a Medicaid add-on payment directly to the facility, such as Quality and Accountability Supplemental Payment (QASP) and Quality Measure Incentive (QMI), do not need to be valued separately and may be included as part of the regular revenue stream.

~~LL.~~RR. **Fair Housing and Equal Opportunity.** Borrowers and all contractors and subcontractors must comply with HUD Fair Housing and Equal Opportunity requirements, including selection of occupants, employment, physical and programmatic accessibility See (42 U.S.C. 3601, et seq.), (24 CFR Part 100 and subsequent Sections), and "Affirmative Fair Housing Marketing" (24 CFR Part 200.600 and Handbook 8025.1 Revision 2).

~~MM.~~SS. **Affirmative Fair Housing Marketing Plan.** Varies by program. See individual program sections below for more information.

~~NN.~~TT. **Accessibility.** ORCF requires that ~~projects~~Projects be in compliance with various accessibility requirements. See the Section 232 Program website for specific requirements.

~~OO.~~UU. **Federal Labor Standards.** Varies by program. See individual program sections below for more information.

~~PP.~~VV. **Military Impacted Areas.** ORCF generally does not provide mortgage insurance in military impacted areas unless ORCF determines that demand from ~~nonmilitary~~non-military households is sufficient to sustain occupancy in both the insured projects and the market as a whole.

2.6 Section 232 New Construction & Substantial Rehabilitation

~~B.~~A. **New Construction.** A project qualifies as new construction when all project and construction elements are installed as part of the construction contract and no work has been done prior to the issuance of the HUD Firm Commitment.

~~C.~~ **Substantial Rehabilitation.** Substantial Rehabilitation transactions finance repairs and rehabilitation of existing properties that are or have been previously occupied. (Conversions of a non-residential to residential use are also included and may be financed as substantial rehabilitation). Projects in which construction of above ground improvements were started but not completed or inhabited are not eligible. A project qualifies as a substantial rehabilitation project when~~:~~

~~D.~~B. ~~The~~ the hard costs of repairs, replacements, and improvements (not including major movable equipment) is equal to or exceeds 15% of the project's as complete value after completion of all repairs, replacements, and improvements. Additions are permitted in substantial rehabilitation projects, but the costs of the addition are not included in the eligibility test~~; OR~~.

~~1. Two or more major building components are being substantially replaced. The component must be significant to the building and its use, normally expected to last the useful life of the structure, and not minor or cosmetic. Substantially replaced means that at least 50% of the component must be replaced. Examples of major building components are: roof structures, wall or floor structures, foundations, plumbing, central heating and air conditioning systems, and electrical systems. Examples related to a roof replacement include major building components such as roof sheathing, rafters, framing members; and examples of minor building components include shingles or built-up roofing.~~

~~E.~~C. **Insurance of Advances vs. Insurance Upon Completion.** ORCF can insure loans to cover both the construction and permanent loan (Insurance of Advances) or just the permanent loan (Insurance upon Completion). For Insurance of Advances, an approved construction contract must be in place, along with other requirements at 24 CFR 200.50 through 200.56. See Production, Chapter 18 for specific instructions for Insurance Upon Completion projects.

~~F.~~D. **Loan Term.** The maximum loan term is 40 years or 3/4 of the remaining economic life of the property, whichever is less. The minimum loan term ~~may~~shall not be less than 10 years.

~~G.~~E. **Commercial Space:** Commercial space is limited to a maximum of 10% of the gross floor area of the project and 15% of the effective gross project income. Commercial space that is intended to exclusively serve the residents of the project is not counted toward the space and income limitations. The Lender must use a minimum vacancy of 20% when underwriting commercial space income. The Borrower must submit copies of the commercial leases to ORCF for approval. ORCF may require additional documentation prior to approving commercial space.

~~H.~~F. **Cost Certification.** The Borrower is required to submit a cost certification prepared by an independent public accountant upon completion of construction or substantial rehabilitation. The general contractor is required to submit a cost certification where a cost~~-~~-plus form of construction contract is used. Subcontractors with an identity of interest with the Borrower or general contractor are also required to cost certify. The loan amount that is finally endorsed for insurance by ORCF after completion of construction may be affected by the ORCF cost certification review. (See Production, Chapter 11 for complete details.)

~~I.~~G. **Federal Labor Standards.** The general contractor and all subcontractors are required to comply with federal wage and reporting requirements, including the payment of Davis~~-~~-Bacon prevailing wages and the submission of weekly certified payroll reports. Prevailing wage schedules are issued by the Department of Labor~~,~~ and are available on their website. ~~There are two different~~Different types of wage rates ~~that~~ could apply to Section 232 projects~~, Residential and Commercial~~, based on definitions established by the Department of Labor. The Lender must review which wage ~~decision applies~~decisions apply to the project in the Lender narrative, but ultimately the wage ~~decision is~~decisions are determined by HUD's Office of Davis-Bacon and Labor Standards~~ and Enforcement. ~~.

~~J.~~H. **Assurance of Completion.** The Borrower shall provide for assurance of completion of the project in forms approved by ORCF.

1. For non-elevator or three story or less elevator buildings where the cost of construction or rehabilitation is more than $500,000 the assurance must be in the form of corporate surety bonds for payment and performance, each in the amount of 100% of ORCF's estimate of construction or rehabilitation cost. As an option, ORCF would accept a completion assurance agreement secured by a cash deposit or Letter of Credit in the amount of 15% of the ORCF estimate of construction or rehabilitation cost.

2. For elevator buildings of 4 stories or more, the assurance must be in the form of corporate surety bonds for payment and performance, each in the amount of 100% of ORCF's estimate of construction or rehabilitation cost. As an option, ORCF would accept a completion assurance agreement secured by a cash deposit or Letter of Credit in the amount of 25% of ORCF's estimate of construction or rehabilitation cost. The Lender may provide more stringent requirements.

~~K.~~I. **Inspection Fee.** The HUD inspection fee is $5 per thousand of loan amount for new construction (0.0050 x the loan amount), and $5 per thousand of improvement costs for substantial rehabilitation (0.0050 x Total ~~Structures~~for All Improvements on the Form HUD 92264a-ORCF, Maximum Insurable Loan Calculation).

~~L.~~J.**Mortgage Insurance Premium (MIP).** As stated in Section 2.5 above, the current MIP rates are published in the Federal Register. For construction projects, the following apply:

1. The Lender must provide a check for one year of MIP at initial closing.

2. For underwriting and cost certification purposes, the MIP must be calculated on a per diem basis.

3. Lenders may request release of funds from the working capital account to make the year 2 payment if the project has not yet reached final closing. This request must be made in writing to the ORCF Closing Coordinator.

~~M.~~K. **Working Capital Escrow:** The working capital escrow requirement for new construction Insured Advances transactions is 4% of the loan amount, half of which will be a construction contingency for cost overruns and approved change orders. A separate section to the working capital escrow will govern the 2% construction contingency. The construction contingency portion of the escrow will be refunded to the developer at final closing if not used. Change orders funded from the contingency portion of the working capital escrow will not be considered as the basis for a request for an increased loan amount. These funds are not mortgageable and the unused portion will be returned to the Borrower if not needed. ~~The working capital portion of the escrow will be released upon the Lender's request 12 months after final closing and when the project has demonstrated to ORCF's satisfaction that the project has achieved break-even occupancy for each month of six consecutive months.~~ ~~Break-even occupancy is defined as 1.0 debt service coverage, based on all sources of project income including ancillary income, for each of six consecutive months.~~ New Construction projects that apply for insurance upon completion (without insured construction advances) and Substantial Rehabilitation projects must meet the working capital requirements for projects with insurance of advances except for the extra 2% construction contingency section of the working capital requirement.

The Working Capital Escrow is designed to cover accruals of taxes, insurance, and interest in the case of construction delay, construction contingencies for cost overruns and change orders, and other miscellaneous expenses which are not included in the loan and is required for new construction and substantial rehabilitation proposals. A working capital escrow is required for both for-profit and non-profit projects.

Final Release of Escrow.

1. Subject to HUD approval, the Lender may release any unused balance in the working capital portion of the escrow to the Borrower if the project is not in default and when the operations of the project have demonstrated to ORCF's satisfaction that the project has achieved break-even occupancy for each month of six consecutive months. Break-even occupancy is defined as 1.0 debt service coverage, based on all sources of project income including ancillary income, for each of six consecutive months.
2. If the mortgage is in default, the Lender must apply any balance of the escrow (either working capital or construction contingency portions) to cure a default, where a default occurs before its release.
3. At final endorsement, any remaining balance of the new construction contingency portion of the escrow may be used to fund any latent defects assurance or escrow for delayed construction items or if these needs are otherwise met, refunded to the Borrower.

~~N.~~L. **Major Movables.** Reasonable costs of Furniture, Fixture and Equipment (FF&E) may be included in the mortgageable project costs.

~~O.~~M. **Minor Movable Equipment and Supplies.** Costs for expendable ~~nonrealty~~non-realty items such as ~~china~~dishes, flatware, utensils and instruments, linens, etc~~. may~~., shall not be included in the general construction contract nor in major movable equipment. A minor movables equipment escrow account must be established at initial closing. These funds are not mortgageable and the unused portion will be returned to the Borrower if not needed. The Lender must complete an analysis of the needed minor movable equipment and provide ORCF with a cost estimate for the minor movable equipment escrow.

N. **Equity Contribution.** ORCF expects that New Construction and Substantial Rehabilitation projects will have sufficient cash equity in the project in the form of reserves (e.g., initial operating deficit reserve, debt service escrow, working capital escrow) to be available to support the project through opening, lease-up and stabilization. Consideration of sufficient equity levels includes determining the percentage of cash that is being contributed to the transaction relative to the total cost of the project. While a definitive degree of equity is not required due to the unique nature of each transaction, a level of 20%-30% equity, inclusive of escrows and hard costs of construction, on new construction or substantial rehabilitation projects is expected. Cash equity is expected to be available to meet the expected equity contribution levels. ORCF does not dispute that there may be additional equity value in a project's land or CON, and while these other forms of project contributions are viewed as enhancements to the proposed project, they are not cash that is available to support the project through to stabilization.

~~P.~~O. **Reserve for Replacement~~.~~ (R4R).** A 15-Year ~~Replacement Reserve~~R4R analysis with recommendations for Annual Reserve Deposits must be submitted by the Lender in the loan application package (in the Final Submission package, in the case of a two-stage application). The Lender is required to obtain a PCNA to re-analyze the capital needs in Year 10. ~~The Reserve for Replacement~~The 10-year PCNA reports are due on the later of the 10th anniversary of Final Closing, or the last date of the most recent PCNA completion date that was approved by HUD, not to exceed ten years. The R4R schedule must include the following:

1. Combined analysis of both capital items and major movable equipment;

2. Recommendation of Annual Reserve Deposits:
    a. Must be based on actual expected capital needs,
    b. Must reflect level annual deposits in years 1 through 15, and
    c. Must have a minimum balance of $1,000 per unit in years 2 through 15.

~~Q.~~P. **Builder and Sponsor's Profit and Risk Allowance (BSPRA).** HUD's Section 221(d)(4) Multifamily Housing Mortgage Insurance program allows for the use of BSPRA. The calculation of BSPRA is not applicable for Section 232 projects.

~~R.~~Q. **Deferred Builder's Profit.** Borrower and General Contractor may wish to defer payment of part or all of the Builder's Profit until final closing. This is allowable~~,~~ but must be disclosed in the Construction Contract and on Contractor's and/or Mortgagor's Cost Breakdown (Form HUD-2328).

~~S.~~R. **Affirmative Fair Housing Marketing Plan.** The Affirmative Fair Housing Marketing Requirements (24 CFR 200.600, Subpart M) apply to all insured new construction and substantial rehabilitation projects. Each applicant must submit an Affirmative Fair Housing Marketing Plan (Form HUD-935.~~2A~~2D-ORCF). The plan must describe an affirmative program to attract ~~tenants~~residents regardless of race, color, religion, sex, marital status, actual or perceived sexual orientation, gender identity, disability, familial status or national origin~~ to the housing for initial rental.~~. The affirmative advertising program must use majority and minority media and must identify those groups within the eligible population that are considered least likely to apply for the housing without special outreach. The plan must also include information on the applicant's ~~nondiscriminatory~~non-discriminatory hiring policy, its training program on ~~nondiscrimination~~non-discrimination for its rental staff, and the display of the Department's Equal Housing Opportunity logo type and slogan. HUD must review and approve the Plan.

~~T.~~S. **Pre-Opening Management Fees**. Pre-Opening Management Fees include preparing, updating and reviewing lease-up and operational budgets; budgeting, coordinating, and planning for appropriate furniture, fixtures, and equipment; coordination and selection of appropriate business systems (e.g., emergency call, phone and computer systems); occupancy development; licensing submissions and plans; staff hiring and training; and~~,~~ development of operations and systems manuals for major functions (administration, nursing, marketing, dietary, etc.). ORCF will allow reasonable pre-opening management fees to be included as a mortgageable item in the event that there is not an identity of interest between the Borrower and entity that will be providing the pre-opening management services. The Lender must review the prior experience of the service provider to ensure they have sufficient experience and must submit a line~~-~~-item budget detailing how the funds will be used.

~~U.~~T. **Marketing.** An allowance for marketing expenses may be included as a mortgageable item. The Lender must review the marketing plan and budget to assure that the marketing expenses are reasonable, and that sufficient funds will be available to market the project.

U. **Developer and Housing Consultant Fees.** Developer and Housing Consultant Fees are not permitted as mortgageable expenses on Section 232 projects.

2.7 RESERVED

2.8 Section 232/241(a) Supplemental Loans

A Section 232/241(a) Supplemental Loan may be used to ~~(1)~~ finance ~~improvements~~:

(1) Improvements consisting of repairs or ~~additions to an~~ alterations;
(2) Construction of additional units, or expansion of the footprint of the existing ~~HUD insured Section 232 project (including the~~ building, so long as the number of units in the new addition ~~of new beds/units); (2) provide financing for furniture~~is equal to or less than the existing building;
(3) Furniture and major movable equipment to be used in the operation of the project, and/or ~~(3) finance energy~~
(4) Energy conservation improvements.

This financing is a supplement to the existing FHA-insured loan(s) and is available without refinancing the existing loan(s). The purpose of the supplemental loan is not to provide luxury items, nor is it to provide extensive hospital type equipment in a residential healthcare project. The purpose is to provide projects with a means to keep the project competitive, extend its economic life, and provide for financing replacement of obsolescent equipment.

Borrowers proposing to include a land purchase with a Section 241(a) Supplemental Loan may be able to do so as long as the addition or improvements are funded with the proceeds of the supplemental loan, and the construction is commenced within a reasonable time from closing; however, the 241(a) supplemental loan on an existing 232 project ~~may~~shall not exceed the maximum mortgage amount prescribed under Section 232 of the National Housing Act.

The supplemental loan does not alter the usual requirements outlined in the original Regulatory Agreement. Section 232/241(a) projects are generally underwritten and reviewed in the same manner as are the Section 232 Substantial Rehabilitation projects as clarified below:

A. **Insurance of Advances.** Insurance of advances will be available only for supplemental loans of $100,000 or more. For Insurance of Advances, an approved construction contract must be in place, along with other requirements at 24 CFR 200.50 through 200.56.

B. **Inspection Fee.** Same as for Substantial Rehabilitation.

C. **Working Capital.** No working capital deposit is required.

D. **Federal Labor ~~Relations~~Standards.** When a supplemental loan is provided under Section 241(a) of the Act, it is subject to Davis-Bacon prevailing wage requirements only if (1) the current mortgage on the project is insured under a program that was subject to Davis-Bacon in accordance with Sec. 212 of the National Housing Act, or (2) the current mortgage is a HUD-held mortgage that was originally insured under a program that was subject to Davis-Bacon in accordance with Sec. 212. Davis-Bacon wage rates would not apply to a Sec. 241(a) supplemental loan on a project where the current insured mortgage is not subject to Davis-Bacon and/or an earlier FHA-insured mortgage that was subject to Davis-Bacon has been paid off prior to application for the Sec. 241(a) loan. For example, if the project's original loan was a Section 232 New Construction loan (that has not yet matured or been prepaid), the Section 241 loan would be subject to Davis-Bacon. If the project's original loan was a 232/223(f) loan, then the Section 241 loan would not be subject to Davis-Bacon.

E. Loan Term. The loan term is coterminous with and limited to the remaining term of the existing insured mortgage, unless otherwise approved by HUD.

The loan term ~~may~~shall not be less than 10 years.

F. Commercial Space. Commercial space is limited to a maximum of 10% of the gross floor area of the project and 15% of the effective gross project income. Commercial space that is intended to exclusively serve the residents of the project is not counted toward the space and income limitations. The Lender must use a minimum vacancy of 20% when underwriting commercial space income. The Borrowers must submit copies of the commercial leases to ORCF for approval. ORCF may require additional documentation prior to approving commercial space.

G. Reserve for Replacement~~.~~ (R4R). The Lender must complete an analysis of the existing ~~replacement reserve~~R4R account to determine whether additional deposits to the account will be required as a result of the supplemental loan. A full 15-year analysis, similar to that completed as part of a ~~Property~~Project Capital Needs Assessment (PCNA), may not be required if the status of the ~~reserve for replacement~~R4R account can be determined in consultation with the ORCF Account Executive. Annual Reserve deposits must be level (the same amount each year) in years 1-15, and must provide for a minimum of at least $1,000 per unit each year. The 10-year PCNA reports are due on the later of the 10th anniversary of: the approved Permission to Occupy, HUD-92485 (for construction projects), Final Endorsement, or the last date of the most recent PCNA completion date that was approved by HUD, not to exceed ten years.

H. Affirmative Fair Housing Marketing Plan Requirements (AFHMP). An AFHMP is required for new projects and an updated AFHMP is required when there is an increase or reduction in the number of beds or units, or when there is some other form of physical conversion, such as the conversion of beds to more conventional dwelling units or vice-versa. Such physical changes have implications for possible changes in marketing strategy. When any AFHMP is prepared, it must include a marketing strategy designed to reach the population in the market area that is least likely to apply for or occupy the particular project. Form HUD-935.~~2A~~2D-ORCF (the AFHMP) provides instructions for determining marketing targets and completing the form.

An existing AFHMP must be reviewed at least every five years and when there are significant demographic changes in the marketing area ~~–~~to determine whether an update is needed. Also, an existing AFHMP must be reviewed to see if an update is needed when other significant events occur or changes in occupancy policies are proposed - for example, a proposed change in the targeted mix of elderly residents and non-elderly disabled residents. Other examples of circumstances when an AFHMP ~~should~~must be reviewed for a needed update include if the project is having difficulty maintaining occupancy, if there is a change in the designation of the marketing area or expanded marketing area, and if the composition of current occupancy or the waiting list do not sufficiently match the diversity of the current or proposed marketing area. The ~~project owner~~Borrower , Operator or ~~management~~Management Agent must maintain records of the result of the review and, whether an updated form must be submitted to HUD for approval or not, the records must show that a review was conducted, the results of the review, and whether/how the AFHMP was updated or why an update was not needed.

2.9 Section 232/223(f) Refinance

The major requirements for Section 232/223(f) Projects for acquisition or refinancing are as follows:

A. **Property eligibility.** The project must have been completed or substantially rehabilitated for at least three years prior to the date of the Firm Commitment application. Projects with additions (i.e., construction of additional units or expansion of the footprint of the existing building) completed less than three years ~~previous~~prior to the date of the Firm Commitment are eligible as long as the addition was not larger than the original project in size and number of beds.

   1. Any property acquired before the date of the mortgage insurance application will be treated as a refinance transaction.
   ~~1.~~2. Any property acquired after the date of the mortgage insurance application will be treated as a purchase.

   ~~2.~~3. In a purchase transaction, any identity of interest, however slight, between seller and purchaser requires the application to be processed as a refinance. An owner Operator that continues to operate the project after the sale constitutes an identity of interest.

B. **Ineligible projects.** Projects requiring a level of repairs that constitutes substantial rehabilitation, as defined in this chapter, are not eligible for mortgage insurance under this section.

C. **Insurance upon completion.** ORCF will only insure the ~~permanent~~ loan under this program if all critical repairs are completed before ORCF closing of the loan.

D. **No ~~Equity Take~~ Cash Out.** Borrowers and Operators ~~may~~shall not receive any cash proceeds from the refinance of the loan under Section 232/223(f). The sole purpose for the ~~program~~refinance authority is for ~~owners~~Borrowers to refinance existing debt at lower interest rates, reduce debt service requirements, and make needed repairs. ~~Special circumstances may exist when dealing with REITs, see Production, Chapter 3 discussion of existing indebtedness.~~

E. **Loan Term.** The maximum loan term is 35 years or 75% of the remaining economic life of the property, whichever is less (See 24 CFR 200.82). A lower term may be appropriate to mitigate loan risk~~,~~ but ~~may~~shall not be less than 10 years.

F. **Commercial Space:** Commercial space is limited to a maximum of 20% of the gross floor area of the project and 20% of the effective gross project income. Commercial space that is intended to exclusively serve the residents of the project is not counted toward the space and income limitations. The Lender must use a minimum vacancy of 20% when underwriting commercial space income. The Borrowers must submit copies of the commercial leases to ORCF for approval. ORCF may require additional documentation prior to approving commercial space. See Chapter 5.3.R.4.h Valuation - Income Approach, Commercial regarding IOI Leases for Commercial Space.

G. **Inspection Fee:**

1. If the total cost of the critical, non-critical and Borrower-proposed repairs is equal to or less than $3,000 per underwritten bed, the HUD Inspection Fee is $30 per underwritten bed. ~~This includes projects where there are no repairs.~~

2. HUD will not charge an inspection fee when there are no repairs.

~~2.~~3. If the total cost of the critical, non-critical and Borrower-proposed repairs is greater than $3,000 per underwritten bed, the HUD Inspection Fee is 1% of the total cost of the critical, non-critical and Borrower-proposed repairs.

~~3.~~4. Note that if the Lender elects and is approved to follow the optional process for delegated non-critical repair escrow administration described below in Section 2.9.K.3, HUD will not charge an inspection fee.

H. **Lender Fees & Charges.** The maximum financing fee the Lender may charge is 3.5% of the loan amount. Higher fees up to 5.5% are permissible in bond transactions. (See Production, Chapter 3~~)~~ for program specific fees. See Production Chapter 11 for costs included in the maximum financing fee.)

I. **Federal Labor Standards.** To be eligible under this section, the level of required repairs cannot meet the standard for substantial rehabilitation. Therefore, the prevailing wage requirements (Davis-Bacon) of the Department of Labor do not apply to this program.

J. **Affirmative Fair Housing Marketing Plan Requirements.** Mortgage insurance under Section 223(f) of the National Housing Act, while covered by the ~~nondiscrimination~~non-discrimination provisions of the Fair Housing Act and Executive Order 11063, is exempt from the submission of a written plan. However, a Section 223(f) applicant is required to conceive, implement~~,~~ and maintain records for its affirmative marketing efforts.

K. **Repairs.** If the Lender is proposing that repairs be financed as part of the loan, the Lender must submit a list of the proposed repairs and evidence that the associated costs have been paid or an obligation of the Borrower to pay their associated costs. The Lender must include all repairs identified in the PCNA, or an explanation as to why any repairs have not been included. Lenders should also review the proposed repairs relative to the Section 232 program's Environmental requirements and HUD's definition of "routine maintenance". Note that any changes in the proposed repairs prior to closing may trigger additional review requirements. (See Production, Chapter 7)

1. Critical repairs must be performed prior to closing of the loan.

2. Non-critical repairs, including Borrower-Elective Repairs, approved by ORCF ~~may~~must be completed ~~after~~within 12-months of closing~~ when a financial~~. An escrow equal to 120% of the non-critical repair costs ~~is~~will be established at closing. ~~Completion of repairs is expected to be performed within 12 months of closing~~Certain repair costs are mortgageable items (see Production, Chapter 3.3.A.9), but the 20% completion escrow is not mortgageable and must be funded with cash or an irrevocable letter of credit.

3. Optional Process for Delegated Non-Critical Repair Escrow (NCRE) Administration to FHA Lenders/Servicers. See Asset Management, Chapter 3.2.4.H for additional details.
   a. The Lender's Firm Commitment application (in the Lender Narrative) must specify that the Lender will assume ~~noncritical~~non-critical repair escrow administration on that particular transaction.
   b. The fee(s) to pay for the inspection(s) discussed in Asset Management, Chapter 3.2.4.~~G~~H.3, may be treated as a HUD eligible cost, and must be listed on the Maximum Insurable Loan Calculation (Form HUD-92264a-ORCF) on the Sources and Uses tab in the "Other (Describe)" category under "HUD Eligible Costs." (Do not identify the cost as "HUD Inspection Fee" as that term indicates that HUD is responsible for administration of the escrow.)
   c. The Firm Commitment will include a Special Condition acknowledging that the Servicing Lender has been approved to administer the NCRE~~ and addressing the refund of the HUD Inspection Fee.~~.

4. See Production, Chapter 10.16 – Completion of Repairs Pursuant to Section 223(f) and 223(a)7, for ~~details~~additional details about repair completion requirements.

L. **Reserve for Replacement~~.~~ (R4R).** A 15-Year ~~Replacement Reserve~~R4R analysis with recommendations for Initial and Annual Reserve Deposits must be submitted by the Lender in the loan application package. See Production, Chapter 4.5 – Section 232/223(f), for details. The Lender is required to obtain a new PCNA to re-analyze the capital needs in Year 10. ~~The Reserve for Replacement~~The10-year PCNA reports are due on the later of the 10th anniversary of Final Endorsement, or the last date of the most recent PCNA completion date that was approved by HUD, not to exceed ten years. The R4R schedule must be based on the PCNA and must include the following:

1. Combined analysis of both capital items and major movable equipment;

2. Recommendation of an Initial Deposit;

3. Recommendation of Annual Reserve Deposits:
    a. must reflect level annual deposits in years 1 through 15, and
    b. must have a minimum balance of $1,000 per unit in years 1 through 15.

M. ~~**Properties**~~**Accessibility Compliance Requirements.** The applicability of various accessibility guidelines and laws, and the permissible time for making such repairs is described in the Accessibility Matrix for Section 232 available on the Section 232 Program website located under "Guidance for Lenders." Where a state or local law has higher accessibility requirements, the property must be modified or retrofitted to comply with those standards.

1. **Fair Housing Act**~~**Accessibility violations.**~~**.** Any property available for first occupancy after March 13, 1991~~,~~ that does not comply with the Fair Housing Act accessibility design and construction standards must, as a condition of mortgage insurance, be modified or retrofitted to comply with Fair Housing Act accessibility design standards. The modifications/retrofits may be completed after closing with appropriate financial escrows at closing, with all work items performed within 12~~-~~-months in accordance with ORCF instructions and critical items completed immediately.~~ The applicability of various accessibility guidelines and laws, and the permissible time for making such repairs is described in the Handicapped Accessibility Matrix for Section 232 available on the Section 232 Program website. Direct link: http://portal.hud.gov/hudportal/documents/huddoc?id=AccessMatrixSec232.docx.~~

2. ~~Where~~**Section 504 of the Rehabilitation Act of 1973.** Section 504 applies to all properties operated, financed, constructed, or altered as a ~~state or local law has higher~~part of a program or activity where there is federal financial assistance. HUD's Section 504 regulations require accessibility ~~requirements, the property must be modified or retrofitted to comply~~compliance with ~~those standards. In addition, refer also to~~ the Uniform Federal Accessibility ~~Standard and for~~Standards (UFAS) or HUD's Deeming Notice, 79 FR 29671, May 23, 2014. Repairs ensuring program accessibility compliance are required if the property is not currently compliant with the standards.

~~2.~~3. **Title II and III of the Americans with Disabilities Act (ADA).** Title II of the ADA applies to all properties operated, financed, constructed, or altered as a part of a State or local government's services, programs, or activities. Title III of the ADA applies to any place of public accommodation at the property (e.g.~~.~~., leasing office, commercial space~~), refer to Title III of the Americans with Disabilities Act~~.) Both Titles II and III of the ADA require compliance with the 2010 ADA Standards for Accessible Design in any new construction, alterations, or modifications made achieve program accessibility or remove architectural barriers when readily achievable.

~~M.~~N. **Review of the Project's Financial Performance.** The Lender must review the three years historic annual and trailing 12~~-~~-month financial statements to assess the project's financial performance~~,~~ and must base underwritten income and expenses on a consideration of historic and trailing twelve-month performance. Changes in recent performance relative to historic performance ~~must~~should be carefully reviewed to assure conservative underwriting. The Lender must use the project-specific expense for underwritten reserve for replacement, taxes~~ and management fee. ~~, and management fee. The Lender should also rely heavily on historic project-specific data in sizing the loan amount and calculating the debt service coverage ratio. As a result, the Lender's underwritten income for loan sizing, including LTV, may be less than the appraisal's concluded income for valuation purposes, which may differ from historic income.

Lenders must review the most recent financial statements available prior to application submission and include those statements in the application. In addition, the financial records submitted to ORCF must include certified financials that are the same as those supplied to the third-party appraiser, so that ORCF appraisal reviewer can reconcile the history shown in the appraisal to the certified financials. ORCF may also request updated financial statements prior to loan committee, particularly if the data is over 90 days old.

O. **Risk Mitigation for Refinance of Projects with a Recent Purchase with Change in Operator or Significant Operational Changes.** ORCF considers projects to fall into this category when there has been a purchase of real estate that occurred within 2 years that includes a change in Operator or a short history of significant operational changes. Due to the increased risk potential related to these changes, Operators/Parent of Operators must demonstrate the ability to successfully take over operations, and in the case of operational changes, the ability to sustain those changes or improvements. Examples of operational changes include, but are not limited to, material increases in census, improvements in payor mix, or a reduction in expenses that could adversely affect the facility or quality of care. Operators who are exercising a purchase option and have operated the project for more than 2 years are excepted from this requirement unless recent significant operational changes are underwritten.

In these scenarios, ORCF will require the following:

1. Actual operations must demonstrate support of the underwritten level and the ability to sustain those levels. The Lender Narrative should include a detailed explanation of the changes the operator has implemented at the facility and the ability to sustain those improvements over the long term.
2. The Lender must provide evidence of the Borrower/Operator/Parent of Operator experience with other similarly improved projects.

3. The Operator must have a proven track record of successful changes in operations and maintaining operations. This record includes both financial and quality of care metrics. In support of the Operator's proven track record, the Lender Narrative must provide documentation from other similar project operations. A short-term debt service reserve escrow equal to 24 months of principal + interest + MIP is required.

Unused portions will be returned to the Borrower after the project has maintained an average minimum debt service coverage, as determined by ORCF, for a 12-month period after final closing. ORCF will look to the servicing Lender to certify that this requirement has been met, based on financial statements provided to the Lender by the Borrower. The amount of this debt service escrow may be increased at HUD's discretion if credit considerations warrant additional risk mitigation. If the proposed loan amount is underwritten more conservatively than the maximum insurable loan amount allowed by program requirements, ORCF may consider a lesser debt service reserve requirement. For example, a loan amount less than 85% of documented acquisition costs may provide sufficient risk mitigation in lieu of a short-term debt service escrow.

P. **223(f) Refinance of an Existing HUD-Insured Loan and Secondary Financing Evidenced by a Surplus Cash Note.** Applications for existing FHA-insured loans with existing surplus cash notes may be eligible for refinance under Section 232/223(f) if the Surplus Cash Note has been previously approved by ORCF, the project is complying with the requirements of that approval, and the proposed transaction complies with Section 223(f) of the National Housing Act, 12 USC 1715n(f)(4). In these scenarios, ORCF will require the following:

1. Proposed debt to be refinanced consists of an existing HUD-insured loan plus a HUD-approved Surplus Cash Note (See Production, Chapter 3.15).

2. Surplus Cash Note must be approved by ORCF prior to submission of a new 223(f) application.
   a. For applications submitted under the reduced debt seasoning time exception criteria outlined in Ch. 3.13.D. the HUD-approved Surplus Cash Note is to be funded in full with cash at the time of closing of the debt related to the Surplus Cash Note. This cash must be deposited directly into the HUD Borrower entity bank account prior to submission of the 223(f) application for firm commitment. The cash shall be held in the HUD Borrower entity bank account until the new 223(f) loan closes, and for a period of time in order to allow for preparation of a balance sheet evidencing the funds as an asset offsetting the corresponding liability related to the Surplus Cash Note.
   b. If any portion of the Surplus Cash Note debt is repaid before the date the refinancing closes those amounts will not qualify as existing debt for purposes of the refinance.
   c. Be advised that 24 C.F.R. §232.254 prevents the use of these funds to make distributions during any period in which the Mortgage Entity cannot "demonstrate positive surplus cash."
   d. Be advised that Section 16(b)(i) of the standard form Healthcare Regulatory Agreement – Borrower (Form HUD-92466-ORCF) prohibits mortgagors from making distributions with borrowed funds.

e. Form HUD-92223-ORCF Surplus Cash Note, must be fully executed and submitted to HUD. (Please note the most current version of the form must be used.)

f. Approval of the Surplus Cash Note does not commit HUD to approval of a related 223(f) refinancing. The refinancing will be reviewed per ORCF's established policy and underwriting criteria.

3. In the Section 223(f) application submission, the Lender must demonstrate that the proposed transaction complies with Section 223(f) of the National Housing Act — particularly 12 USC 1715n(f)(4) that states "the refinancing is employed to lower the monthly debt service costs (taking into consideration any fees or charges connected with such refinancing)." The lender must submit a certification that the application complies with Section 223(f) of the National Housing Act and an analysis demonstrating reduced monthly debt service costs using the criteria described below. A comparison of the monthly debt service costs before and after the 223(f) refinance, based on a level annuity monthly payment amortization to reflect equivalent terms to the proposed 223(f) refinance, must be included in the application. ORCF will also perform an independent analysis of the reduction in monthly debt service costs based on the equivalent terms of a level annuity monthly payment amortization. ORCF will also review the submission to ensure that the proceeds of any refinancing will be employed only to retire existing indebtedness and pay the necessary costs of refinancing on the healthcare facility, in accordance with Section 223(f)(4) of the National Housing Act.

4. Estimate of Monthly Debt Service Costs. By statute, HUD must prescribe such terms and conditions as HUD deems necessary to assure that "the refinancing is employed to lower the monthly debt service costs (taking into account any fees or charges connected with such refinancing)." ORCF's long-standing practice has been to evaluate the whole debt service – principal, interest and MIP (where applicable) – based on a level annuity monthly payment amortization basis in determining if a refinance is employed to lower monthly debt service costs.

   In keeping with ORCF's practices and consistent with financial industry definitions, "Debt Service Costs" consist of the amount required to cover all interest, principal and, where applicable, MIP, owed on the outstanding debt obligations of the borrower.

   a. Amortized Debt. When costs of an existing debt instrument are fixed monthly payments of principal and interest (and MIP (where applicable)), the amount of those monthly payments are considered to be the monthly debt service costs.

b. Surplus Cash Notes. For surplus cash notes, interest costs will be the amount accrued monthly, based on the terms of the approved surplus cash note. Regularly scheduled principal payments may be included to the extent provided for in the note provided that such payments are made in compliance with the applicable HUD Regulatory Agreement and HUD Program Obligations (which would include the 75% restriction). The Surplus Cash Note, HUD-92223-ORCF, does not prescribe the repayment terms of the debt associated with the Surplus Cash Note on a monthly basis, but the statute requires evaluation of monthly debt service. To comply with the statute and consistent with financial industry definitions and accrual-based accounting, annual debt service costs will consist of the estimated annual principal and interest costs associated with the outstanding surplus cash note debt. ORCF will calculate the monthly debt service costs as the total amount of annual debt service costs divided by 12.

   i. Interest and MIP included in annual debt service costs must be calculated on an accrual basis.
   ii. Annual principal costs will be the principal associated with the Surplus Cash Note reflected in liabilities on the borrower's balance sheet as a reduction to the outstanding note/loan payable liability.

c. For loans where all or a portion of the payments are not due on a monthly basis, interest shall be calculated as accrued and principal shall be adjusted to be consistent with a level annuity amortization monthly basis (for example: (1) if principal payments are due annually, the monthly payment would be equal to 1/12th of the annual payment and (2) if principal payments are due semi-annually, the monthly payment would be equal to 1/6th of the semi-annual payment).

5. The Lender Narrative must include a discussion and illustration by flow chart of the Surplus Cash Note's flow of funds from creation to final dissolution.

6. Additionally, such 223 (f) transactions will also consider:
   a. Debt of the project is in existence at the time the application for mortgage insurance is submitted to HUD
   b. History of on-time mortgage payments
   c. No open DEC (Departmental Enforcement Center) referrals
   d. Timely submission of quarterly Operator financial statements that demonstrate strong cash flow and DSCR over time
   e. Consistently high quality of care indicators
   f. Maintaining compliance with HUD regulatory agreement

7. Supporting Documentation (to be included in a checklist/punchlist)

a. Surplus Cash Note Preliminary Approval Letter received from ORCF Asset Management– ***must be dated prior to 223(f) application submission date***

b. Fully executed Surplus Cash Note on form HUD-92223-ORCF (6/2019) Surplus Cash Note– ***must be dated prior to 223(f) application submission date***

c. Proof that funds were deposited into HUD Borrower bank account (e.g. bank statement, wire transfer, etc.) – ***must be dated prior to 223(f) application submission date***

d. Balance sheet of the HUD Borrower showing existence of the funds as an asset and a corresponding liability – ***must be submitted either with the 223(f) application or during ORCF underwriting***

e. Borrower certification of compliance with all conditions in the Surplus Cash Note Preliminary Approval Letter

f. A lender's certification confirming a reduction in debt service costs (if required) must be submitted with a firm commitment amendment request.

g. Borrower's certification regarding proceeds of Surplus Cash Note, together with accompanying balance sheet and bank statements, must be submitted at closing.

h. The lender’s certification that the application complies with Section 223(f) of the National Housing Act, including an analysis demonstrating reduced monthly debt service costs using the criteria described above.

2.10 Section 232/223(a)(7) Refinance

The Section 232/223(a)(7) refinance program is ~~an expedited~~a streamlined program ~~that requires fewer exhibits than other ORCF programs.~~ for existing FHA-insured Section 232 properties. The major requirements for Section 232/223(a)(7)~~ Projects~~ refinancing of existing FHA-insured projects are as follows:

A. **Property Eligibility**. Section 232/223(a)(7) loans apply to the refinancing of loans insured under the Section 232 ~~and~~New Construction/Substantial Rehabilitation program. Section 232/223(f)/223(a)(7) loans apply to refinancing of loans originally insured under Section 232 pursuant to Section 223(f~~), Loans~~) for Refinance/Purchase. Supplemental loans originally insured under Section 241(a) or Section 223(d)(3) can also be refinanced under Section223(a)(7)) as 241(a)/223(a)(7) and 223(d)/223(a)(7) loans, respectively.

Multiple FHA-insured loans on the same property may be refinanced under one Section 232/223(a)(7) loan as long as it meets the Maximum Insurable Loan Calculation and loan term maturity date requirements.

Coinsured, risk-share loans and HUD-held loans are not eligible to refinance under Section 232/223(a)(7).

Applications must show how the 232/223(a)(7) transaction benefits HUD and the project operations. Any items of non-compliance with Program Obligations or other outstanding loan servicing items must be addressed as part of the refinancing. Projects that are performing below the 1.11 DSCR program minimum requirement and/or experiencing other risk trigger indicators must document the actions to be taken to mitigate those risks (including documenting actions plans, as required by the Section 232 Handbook 4232.1).

B. **Loan Term and Extensions:**

1. In general, the term of the new refinanced loan will not exceed the remaining term of the existing loan. In the event that two loans with different ~~terms~~maturity dates are being refinanced under one Section 232/223(a)(7) loan, the maturity date of the primary loan determines the maximum term of the new loan. The minimum loan term ~~may~~shall not be less than 10 years.

~~2.~~ However, ORCF may approve a term extension of up to 12 years, if ORCF determines that the longer term will inure to the benefit of the FHA ~~Fund.~~

~~3. Extension Rules:~~

~~a.~~ Insurance Fund, taking into consideration the outstanding insurance liability under the original insured mortgage. The extended loan term ~~cannot be greater~~may not have a term more than 12 years in excess of the ~~remaining~~unexpired term of the existing ~~loan plus 12 years.~~

~~b. The~~ insured mortgage. In addition, the extended ~~loan term cannot be greater than the statutory loan~~ term ~~of the original ORCF loan program. The loan term of a second or greater 223(a)(7) refinance is not impacted by the term of an earlier 223(a)(7) refinance. It is only limited by~~may not exceed the ~~statutory loan term~~lesser of (a) the original ~~ORCF loan program. For example:~~

~~i. The 223(a)(7) refinance of a 232 new construction loan cannot have a loan term greater than 40 years.~~

~~ii. In the case of a second 223(a)(7) refinance of an earlier 223(a)(7) refinance with a 33-year term, which itself refinanced a 232 new construction loan,~~term of the existing HUD loan, (b) the ~~second 223(a)(7) loan cannot have a loan term greater than 40 years.~~

~~4.~~2. ~~The extended loan term cannot be greater than~~maximum term permitted in the ~~term~~Section of the ~~original ORCF loan at~~ Act under which the ~~time it was first insured by HUD. For example, if a 223(f) loan~~existing mortgage is insured, or (c) 75% of the remaining economic life of the project. If the existing mortgage is the result of a previous refinancing through Section 223(a)(7), or the combined balance of two loans, the longest allowable maturity date of the new mortgage is 12 years beyond the maturity date of the mortgage originally ~~receives a loan term of 25 years at~~insured under the ~~time it first receives ORCF~~FHA insurance program, but notwithstanding this allowance, the ~~223(a)(7) refinance~~term may not exceed 75% of remaining economic life of ~~that loan cannot have a loan term greater than 25 years.~~ the project.

3. Extension Rules. The extended loan term is limited to the lesser of:

The unexpired term of the existing loan plus 12 years.	Example: The existing 232/223f loan has a loan term of 35 years and the unexpired loan term is 20 years. • New 223(a)(7) loan term without extension = 20 years • Maximum loan term extension = 12 years • Maximum loan term (with extension) = 32 years.
The original term of the existing loan.	Example: • The existing 232/223f loan has a loan term of 35 years and the unexpired loan term is 30 years. o New 223(a)(7) loan term without extension = 30 years o Maximum term extension = 5 years [by statute, ORCF can grant an extension up to 12 years. However, the 223(a)(7) loan term cannot exceed the original loan term. Therefore, the maximum allowed would be 5 years.] o Maximum loan term (with extension) = 35 years • The existing 232/223f loan has an original loan term of 30 years and the unexpired loan term is 20 years. o Maximum term extension = 10 years

4. Refinancing Partial Payment of Claim (PPC) Properties. A recast first mortgage loan and an associated Partial Payment of Claim (PPC) second mortgage may both be refinanced in a Section 223(a)(7) transaction so long as the new loan amount does not exceed the original principal amount of the recast first mortgage loan, and not the original principal amount prior to the PPC. For example:

- Original principal amount prior to the PPC = $10M
- Recast first mortgage = $8M
- PPC = $2M
- Maximum 223(a)(7) loan amount = $8M

5. The following criteria will be considered as part of, but not limited to, the underwriting risk analysis for a proposed extension of loan term:
    a. An increase in annual deposits to the ~~reserve~~Reserve for ~~replacement~~Replacement (R4R) account.
    b. An additional deposit to the ~~reserve for replacement~~R4R account funded either through ~~owner~~Borrower contribution or loan proceeds.
    c. The resulting debt service coverage ratio both with and without a term extension.
    d. Remaining economic life of the project.

e. The physical condition of the property based on a ~~Property~~Project Capital Needs Assessment (PCNA) as well as the latest Real Estate Assessment Center (REAC) inspection report.
f. Strong occupancy trends.
g. A significant ~~owner~~Borrower equity contribution.
h. A high Medicare Star Rating (if applicable~~)~~).
i. Demonstrated strong ~~operator~~Operator performance.
j. Other considerations as deemed appropriate by ORCF.

C. **Application Fee.** An application for Firm Commitment must be accompanied by an application commitment fee equal to $1.5 per $1,000 (0.15%) of the requested loan amount.

D. **Inspection Fee.** There is no inspection fee.

E. **Cost Certification.** There is no cost certification.

F. **Prepayment Approval.** Prepayment approval must be obtained from ORCF via the Insurance Termination Request ~~for Multifamily Mortgage~~ (Form HUD-9807-ORCF).

G. **Federal Labor Standards.** Not applicable.

H. **Affirmative Fair Housing Marketing Plan (AFHMP) Requirements.** No new AFHMP is required as part of the 223(a)(7) application.

I. **Previous Participation Certification.** Existing principals that have previously submitted a Previous Participation Certification are not required to re-submit as part of the Section 223(a)(7) refinance. If new principals are proposed, or current principals have not yet been approved by ORCF, these principals must submit either ~~complete~~ an APPS submission or the Previous Participation portion of the Consolidated Certification. See Housing Notice H 2016-15 (or successors thereto) for additional information on the Previous Participation review process. The Lender Narrative must also review and analyze the new participant(s) eligibility, experience, and creditworthiness as part of the application submission.

J. **Physical Assessment of the Property.** The application is to include either a Project Capital Needs Assessment (PCNA) or a narrative description of the Lender's site visit.

1. **PCNA.** A PCNA is required as part of the 232/223(a)(7) if any of the following apply:
   a. A PCNA has not been completed for the project in the last ten years~~,~~;
   b. A term extension is requested~~,~~;
   c. If the project is not fully sprinklered (Skilled Nursing Facilities only). HUD will use the CMS database which lists projects that are fully sprinklered. The CMS database can be found here: http://www.medicare.gov/Download/DownloadDB.asp

If a PCNA is required, the application must also include ~~a Reserve for Replacement~~an R4R schedule that is based on the PCNA and includes the following:

a. Combined analysis of both capital items and major movable equipment;
b. Rollover of the existing ~~Reserve for Replacement~~R4R Account;
c. Recommendation of any additional Initial Deposit;
d. Recommendation of Annual Reserve Deposits~~.~~; and
   i. must reflect level annual deposits in years 1 through 15, and
   ii. must have a minimum balance of $1,000 per unit in years 1 through 15.

The Lender is required to obtain a new PCNA to re-analyze the capital needs in Year 10. The 10-year PCNA reports are due on the later of the 10th anniversary of Final Endorsement, or the last date of the most recent PCNA completion date approved by HUD. See the PCNA Statement of Work on the Section 232 Program website~~. Direct link: http://portal.hud.gov/hudportal/documents/huddoc?id=PCNA_SOW_223a7.docx.~~ under each loan type. In addition, refer ~~also~~ to the ~~Uniform Federal~~ Accessibility ~~Standard and for any place of public accommodation at the property (e.g. leasing office, commercial space), refer to Title III of the Americans with Disabilities Act"~~Compliance Requirements outlined in Chapter 2.9.M. above.

2. **Lender Site Visit.** If a PCNA is not submitted, the Lender must conduct a site visit of the project. The site ~~inspection~~visit is an integral part of the overall underwriting process, and it is most appropriate that the Lender's underwriter for that transaction perform that site ~~inspection~~visit. In rare circumstances this may be infeasible, in which case either the underwriter trainee assigned to that particular project, or another Lean-approved underwriter in that firm, may conduct the ~~inspection~~visit. If the Lender has an employee who is a licensed appraiser (not a third-party contractor), ORCF will consider approving that individual to do a site ~~inspection~~visit on a transaction-by-transaction basis. Requests for such approvals must be submitted to Lean Thinking.

   The Lender must provide the following information regarding the site visit in the Lender Narrative:

   a. Date of the site visit;
   b. Name of the Lender representative who visited the project and eligibility to conduct the inspection per the requirements above;
   c. Describe the property's general condition, curb appeal and marketability;
   d. Confirm that deficiencies from the latest Real Estate Assessment Center (REAC) inspection have been addressed. It is recommended that the Lender representative use the latest REAC report to ensure that all deficiencies have been corrected;

e. Name(s) of the individual(s) with whom the Lender representative met ~~with~~ on site (e.g., project administrator, etc.); and

f. Photographs ~~(optional).~~.

K. **Environmental Review:**

1. **Floodplain Review for Projects Not Subject to an Environmental Review.** The flood insurance requirements specified at 24 CFR 50.4(b)(1) are applicable to all Section 232/223(a)(7) refinance transactions. The lender must conduct a floodplain review on 223(a)(7) projects where an environmental review is not being completed. The lender must submit a copy of the FEMA flood map, or other sources as may otherwise be required by current standards, with the site boundaries marked and a completed Standard Flood Hazard Determination Form (FEMA Form 086-0-32) prepared by a qualified third-party flood-zone determination firm.

   When an environmental review is not required per Section 2.10.K.3 and the project site is located in a 100-year or 500-year floodplain, the following items are required (in addition to the Flood Insurance requirements described at Section 2.10.K.2). These exhibits must be included in the firm application (see Chapter 7 for additional information):

   a. Preparation of and participation in an early warning system;
   b. An emergency evacuation and relocation plan; and
   c. Identification of evacuation route(s) out of the 500-year floodplain.

~~1.~~2. **Flood Hazards.** The Lender must consult the most recent Federal Emergency Management Agency (FEMA) Flood Insurance Rate Map to determine if the property is located in a 100-year or 500-year floodplain. The Lender must submit a completed Standard Flood Hazard Determination Form (FEMA Form 086-0-32) ~~and ORCF will review~~prepared by a qualified third-party flood-zone determination firm. Because the ~~project to ensure compliance with federal law.~~status of a flood zone may change over time, the Lender must obtain "life-of loan" monitoring and coverage from its flood zone determination firm. Depending on the type and location of any floodplain ~~on~~at the property, the Borrower may be required to obtain and maintain flood insurance for the duration of the mortgage. In accordance with 24 CFR 50.4(b)(1), flood insurance is required when any portion of a structure is located in a 100-year floodplain (please see Production, Chapter 14, Section 7.H for further information and ORCF program requirements). Additional special conditions related to flood hazards may be added to the Firm Commitment.

~~2.~~3. **Environmental Review Requirements.** Refinances of FHA-insured projects under Section 232/223(a)(7) require an environmental review similar to Section 232/223(f) projects under the following circumstances:

   a. The project has completed a building addition without an environmental review;

b. The project will acquire or has acquired land that was not insured under the original mortgage loan and the project has yet to receive HUD's approval of the additional land; or

c. The project will involve changes, improvements or repairs that do not qualify as routine maintenance. To determine if the work exceeds the level of routine maintenance, please refer to HUD Notice CPD-16-02 "Guidance for Categorizing an Activity as Maintenance for Compliance with HUD Environmental Regulations, 24 CFR Parts 50 and 58" or succeeding guidance, which is available on the ORCF Environmental Resource page.

~~3.~~ When an environmental review is required per this Section 2.10~~-~~.K~~ 2:~~

~~a. The Lender~~.3, the lender must supply a Phase ~~I~~1 Environmental Site Assessment~~;~~

~~To assist HUD in making its historic preservation determination, the Borrower or Lender may submit a letter to the appropriate State Historic Preservation Officer (SHPO). Doing so may greatly expedite the Section 106 consultation process. See Production, Chapter 7.5.D.4.;~~

~~b. The Lender must provide the information discussed at Sections 7.5, 7.6~~ and ~~7.7 of Production, Chapter 7 to assist HUD in preparation of an Environmental Assessment.;~~

4. ~~HUD staff are required to use HEROS – Form HUD-4128 to document~~meet all ~~Part 50~~other environmental ~~reviews.~~requirements identified in Production Chapter 7.

L. **Repairs.** If the Lender is proposing that repairs be financed as part of the loan, the Lender must submit a list of the proposed repairs and their associated costs. If a PCNA was completed, the Lender must include all repairs identified in the PCNA, or an explanation as to why any repairs have not been included. Lenders should also review the proposed repairs relative to the Section 232 program's Environmental requirements and HUD's definition of "routine maintenance". Note that any changes in the proposed repairs prior to closing may trigger additional review requirements. (See Production, Chapter 7)

1. Critical repairs must be performed prior to closing of the loan.

2. Non-critical repairs, including Borrower-Elective Repairs, approved by ORCF ~~may~~must be completed ~~after~~within 12-months of closing~~ when a financial~~. An escrow equal to 110% of the non-critical repair costs ~~is~~will be established at closing. ~~Completion of repairs is expected to be performed within 12 months of closing~~The repair costs are mortgageable items, but the 10% completion escrow is not mortgageable and must be funded with cash or an irrevocable letter of credit.

3. Repairs Paid for with ~~Reserve for Replacement~~R4R Funds. If any repairs proposed under the Section 232/223(a)(7) will be paid for with funds from the project's current ~~reserve for replacement~~R4R account, the cost of those repairs cannot be included as a mortgageable item. If any of the repairs are non-critical or Borrower-

Elective Repairs, the ~~reserve for replacement~~R4R funds must be deposited into the non-critical repair escrow at closing and will be subject to the 10% ~~owner~~Borrower contribution.

4. Optional Process for Delegated Non-Critical Repair Escrow Administration to FHA Lenders/Servicers. See Section 2.9~~-~~.K~~-~~.3 for details.

5. See Production, Chapter 10.16 – Completion of Repairs Pursuant to Section 223(f) and 223(a)7, for ~~details~~additional details about repair completion requirements.

M. **~~Payback Period.~~Cost Recapture.** The payback period for transaction costs in a Section 232/223(a)(7) refinance must be 10 years or less. To determine the payback period, divide the costs of the transaction that are outlined in the Maximum Insurable Loan Calculation (Form HUD-92264a-ORCF) by the annual debt service savings including MIP. Exclude from the calculation: ~~Reserve for Replacement~~HUD insured debt, R4R Deposit, Required Repairs, Taxes, Insurance, Final Month's Interest, and Initial MIP. Any prepayment penalty must be included as a transaction cost in the payback period calculation, but only the portion not covered by an interest rate premium.

N. **REAC Inspection Review.** The Lender must review the latest REAC inspection report. If the latest inspection resulted in a score below 60, the Lender must submit documentation evidencing that all deficiencies cited in the latest inspection report have been addressed. The documentation may take the form of photographs and invoices.

O. **Review of Life Safety, ~~Compliant~~Complaint, and State Annual Surveys.** ~~ORCF staff will~~Lenders must review findings from the ~~most recent~~ last three years of Life Safety~~,~~ ~~Compliant~~ Code complaint, and State Annual Surveys to determine if outstanding findings have been addressed. The Lender Narrative must address any findings and how the risk will be mitigated in future operations.

P. **Review of the Project's Financial Performance.** The Lender must review the three-year historic annual and trailing 12~~-~~-month financial statements to assess the project's financial performance, and must base underwritten income and expenses on ~~the~~a consideration of the historic and recent trailing 12-month performance. The Lender must use the project specific expense for underwritten reserve for replacement, taxes~~ and management fee.~~ , and management fee. If the DSCR based on the historic or recent T-12 NOI is below 1.11, the lender must explain the causes of the low DSCR and provide an improvement plan to address the root causes and demonstrate how an NOI above 1.11 will be achieved. If the DSCR is below 1.0, the lender must submit a Project Action Plan to ORCF Asset Management for review and approval.

Q. **No Equity Take-Out.** Borrowers and Operators ~~may~~shall not receive any cash proceeds from the refinance of the loan under Section 232/223(a)(7). The sole purpose for the program is for ~~owners~~Borrowers to refinance existing FHA-insured ~~debt~~mortgages at lower interest rates, reduce debt service requirements and make needed repairs. In no event ~~may~~shall the

Borrower "cash out" the Reserve for Replacement or Residual Receipts account. The existing reserves and residual receipts are to be rolled over to the newly refinanced loan.

R. **Eligible Debt.** By statute, the 232/223(a)(7) loan shall be used to refinance an existing FHA-insured mortgage, and the loan may be for an amount up to the original principal amount. Any additional loan proceeds that remain after the existing FHA-insured mortgage is paid off may be used to pay off existing non-HUD-insured debt. This non-HUD-insured debt is only eligible for payment from loan proceeds if it meets all of the following requirements:

1. Debt of the Borrower entity;

2. Previously approved by ORCF; and

3. Recorded debt (e.g., mechanic's or tax lien) or debt directly connected with the project (i.e., debt incurred to improve the property or cover operating deficits) and supported by documentation.

~~R.~~S. **Use of Operating Funds for Refinance Costs.** All expenses associated with a Section 223(a)(7) refinance (e.g~~.~~., transaction costs) must be borne by the ~~Borrower (i.e.~~ principals ~~thereof)~~ of the Borrower and must not come from the project operating account. The use of project operating funds for the Section 223(a)(7) transaction is strictly prohibited and will result in a Borrower violation of the Regulatory Agreement, an Audited Financial Statement finding of non-compliance and possible referral to the Departmental Enforcement Center.

2.11 Section 232/223(d) Operating Loss Loan

Section 223(d) Operating Loss Loans (OLL) provide Borrowers of FHA-insured loans a vehicle for recouping their out-of-pocket expenditures to fund unforeseen operating deficits on projects during the early years of the project's operation. HUD's authority to approve a Section 223(d) Operating Loss Loan is set forth in Section 223(d) of the NHA, which was later amended by Section 427 of the Housing and Community Development Act of 1987. Section 223(d) authorizes two types of OLL, both of which are available to FHA-insured Section 232 new construction and substantial rehabilitation health care projects managed by ORCF. Section 223(f) projects are ineligible for the OLL.

The OLL is an indication of HUD's awareness that a project may struggle in the early years of operations due to cash flow demands and unforeseen expenses; and that HUD is concerned about these debt service problems and net operating losses. To preserve projects and to encourage Borrowers to provide working capital to fund early financial shortfalls and avert mortgage defaults, the OLL permits Borrowers to recover their unplanned contributed equity more quickly than surplus cash notes and surplus cash distributions would otherwise allow. Thus, the OLL may serve as a valuable incentive for encouraging Borrowers to remain financially committed to their projects.

The OLL proposal must demonstrate that the project is financially viable (i.e., that it has sufficient net operating income to meet the increased debt service obligations that come with the OLL). The OLL covers losses that occurred during a 24-month period. This is called the "Loss Period."

A. **Types of OLLs:**

1. Section 232/223(d)(2): Loss period is the 24-months immediately following the cost cut-off date. The application must be submitted to ORCF within 3 years following the end of the loss period.

2. Section 232/223(d)(3): Loss period is any 24-month period within the first ~~ten~~10 years following the cost cut-off date. The application must be submitted to ORCF within ten years following the end of the loss period.

There may be two OLLs (one under Section 223(d)(2) and one under Section 223(d)(3)) for any individual project but no more than one per subsection, and loss periods ~~may~~shall not overlap.

B. **General Requirements.** To be eligible for an operating loss loan, the following conditions apply:

1. The existing project loan must be insured by the Secretary under Section 232 of the National Housing Act.

2. An allowable loss has been experienced. The loss loan must not exceed the amount of the operating loss and, for loans insured under 223(d)(3), ~~may~~shall not exceed 80% of the unreimbursed cash contribution.

3. The operating loss must have occurred during a specific period of time outlined below.

4. The Borrower entity must have owned the project during the loss period.

5. All funds in the Initial Operating Deficit, if applicable, have been disbursed.

6. All cost certification requirements have been satisfied.

7. The Borrower, Operator, and Management Agent, as applicable, meet ORCF standards for project management.

8. The Lender on the first mortgage must consent in writing to the OLL.

9. The original mortgage and the operating loss loan must be cross-defaulted.

C. **Definition of an Operating Loss.** An Operating Loss is the difference between project income and project operating expenses. The following operating expenses ~~may~~shall be included: taxes, interest on the mortgage debt, mortgage insurance premiums, hazard insurance premiums, maintenance, salaries, supplies, and other ~~expense~~expenses for project operation. The following payments and charges ~~may~~shall not be included: loan principal payments, depreciation, payments to the reserve for replacement account, payments to a sinking fund, lender fees, charges incurred in connection with the application for the Operating Loss Loan (OLL), projected anticipated losses, expenses that were funded or should have been funded from the working capital deposit (e.g., tax and insurance escrows), construction cost overruns, Officers' salaries, and bad debt or write-offs as a result of an identity of interest tenant.

D. **Determination of the Operating Loss Period.** The loss period (or 10-year period, under 223(d)(3)) begins the day after the cost certification cut-off date. (The National Housing Act refers to the date of completion, as determined by the Secretary. Since costs as of the cut-off date are considered in the original loan computation, the date of completion referenced in the law has been interpreted to mean the completion of development. Therefore, the cut-off date, not the final completion date is used in determining the loss period.) The maximum loss period is two years. Applications within the two-year period may be made, if necessary, to prevent foreclosure or assignment. Losses claimed during the loss period must be evidenced by audited financial statements.

E. **Loan Term.** The loan term ~~may~~shall not exceed the unexpired term of the original loan.

F. **Preliminary Discussions for Operating Loss Loan.** At the request of the Borrower, or the Lender, ORCF representatives will meet with the Borrower and/or Lender to conduct informal, preliminary discussions. These preliminary discussions will define the objectives that might be addressed by the OLL, and will seek to ensure that the Borrower is acquainted with ORCF guidelines relative to OLL's. In certain instances where market conditions have changed or not borne out the original underwritten project forecasts; or in instances ~~were~~where a project has failed to perform as originally underwritten, ORCF may require an independent appraisal, market study or operational assessment, in addition to the ~~firm application~~Firm Application exhibits. This preliminary communication must include a discussion of whether an appraisal, market study or other third-party assessment report will be required.

G. **Sustaining Occupancy.** Implicit with the concept of an OLL, is that this special supplemental loan is intended for those projects that survived early financial struggles and finally attained a sustaining occupancy. The OLL proposal must demonstrate that the project is financially viable and stabilized, i.e., that it is currently solvent (revenues exceed expenses and current assets exceed current liabilities) and that it has sufficient net operating income to meet the increased debt service obligations that come with the OLL.

H. **Projects not at Sustaining Occupancy.** In certain instances, an OLL may be proposed as an essential element of a work-out strategy designed to avert an ORCF claim. In those infrequent instances, an OLL may be approved based on *projected* sustaining occupancy. However, only actual losses may be funded, and there must be evidence that sustaining occupancy will be reached within a reasonable period of time.

With regard only to these OLL loans proposed to avert ORCF claims, the proceeds of the loan may be required to cure financial deficits. If the loan proceeds are needed to cover mortgage loan deficit situations, all or part of the loan proceeds must be held in escrow by the Lender until the project has reached sustaining occupancy. The funds escrowed for these purposes may be released only with prior approval from ORCF. The requirements for the escrow will be defined as a Special Condition in the Firm Commitment.

The method of disbursement from the operating loss loan escrow is as follows. The Borrower must submit to ORCF:

1. Monthly income and expense statements signed by a Principal of the Borrower entity and approved by the Lender. -The ~~owner's~~Borrower's monthly statements must contain the following acknowledgement:

   I/We, the undersigned, certify under penalty of perjury that the information provided above is true, correct, and accurate. WARNING: ~~18 USC 1001 provides, among other things, that whoever~~Anyone who knowingly ~~and willingly makes or uses~~submits a ~~document of writing containing any~~ false~~,~~ ~~fictitious,~~ claim or ~~fraudulent~~makes a false statement ~~or entry, in any manner within the jurisdiction of any department or agency of the United States, shall be fined or imprisoned~~is subject to criminal and/or civil penalties, including confinement for ~~not more than five~~up to 5 years, ~~or both~~fines, and civil and administrative penalties. (18 U.S.C.
   §§ 287, 1001, 1010, 1012, 1014; 31 U.S.C. §§ 3729, 3802).

2. Quarterly and year-to-date financial statements submitted by the licensed ~~operator~~Operator and covering the project operations, including:
   a. Profit and Loss Statement
   b. Balance Sheet
   c. Accounts Payable Aging
   d. Accounts Receivable Aging
   e. Census
   f. Cash Flow Statement

3. The statements must be submitted within 30 days of the end of each quarter. The statements may, at the Operator's option, be Operator-certified rather than audited provided, however, that if ORCF determines that a particular Operator's certified statements are inadequate, unreliable, or not presented in a manner that is as consistent as feasible with Generally Accepted Accounting Principles, then ORCF may, on a case-by-case basis, require more detailed and/or audited financial statements from the Operator. This requirement will continue until all losses have been substantiated as actual losses by an audited statement. This must be a condition of the Commitment. If the Borrower has not submitted the quarterly statement by the

due date, ORCF will withhold approval of the disbursement until the statements are submitted. ORCF will review the certified annual statement against the uncertified statements submitted by the Borrower and make necessary adjustments in future disbursements.

4. Operating loss loan funds must be held in escrow and can only be used to offset current losses until it is evident the project is on sound footing. Once the project reaches sustaining occupancy, any balance remaining in the escrow must be held until sustaining occupancy is maintained for a one-year period.

I. **Federal Labor Standards.** Not applicable.

J. **Reserve for Replacement~~.~~ (R4R).** The project is subject to an existing loan, so it will continue to retain the existing ~~reserve for replacement~~R4R requirements. No ~~reserve for replacement~~R4R analysis will be completed as part of the Operating Loss Loan.

K. **Cost Certification.** Not applicable.

L. **Inspection Fee.** This program does not require an inspection fee.

M. **Affirmative Fair Housing Marketing Plan (AFHMP) Requirements.** No new AFHMP is required as part of the OLL application.

2.12 Section 232(i) Fire Safety Equipment Loan Program

A section 232~~-~~(i) loan is used to purchase and install fire safety equipment~~, primarily fire sprinkler systems.~~ . The costs may also include structural modifications where necessary to install the equipment. The equipment to be installed must be in compliance with or exceed the requirements approved by CMS. For non-CMS regulated residential healthcare facilities, the Lender must provide documentation sufficient to ORCF that the fire safety equipment is in compliance with its State's regulatory authorities. Where a state or local law has higher accessibility requirements, the property must be modified or retrofitted to comply with those standards.

The major requirements for Section 232(i) Projects are as follows:

A. **Insurance ~~upon completion~~Upon Completion.** ORCF will only insure the permanent loan under this program.

B. **Mortgage Insurance Premium.** The ORCF loan insurance premium is 1% of the loan balance per annum~~ unless changed by Notice in the Federal Register~~.

C. **Loan Term:**

1. Maximum Term of Loan ~~in the amount of~~amounts greater than $100,000 ~~or greater.~~is the lesser of:
    a. Co-terminus with the maturity of the existing ORCF loan (if applicable),
    b. 15 years, or
    c. 100% of the remaining economic life of the property (if applicable~~), whichever is less.~~),.

2. Maximum Term of Loan ~~in the amount~~amounts less than $100,000 is the lesser of:
    a. Co-terminus with the maturity of the existing ORCF loan (if applicable),
    b. 10 years, or
    c. 75% of the remaining economic life of the property (if applicable~~), whichever is less~~.

D. **Fees.** The HUD application fee is $4 per $1,000 of the fire safety loan amount. The HUD inspection fee is $5 per thousand of loan amount.

E. **Assurance of Completion.** The commitment under this program is for ~~insurance upon completion~~Insurance Upon Completion, therefore, an assurance of completion is not required.

F. **Loan Security.** In proposals where the property is already encumbered by a first mortgage or deed of trust, ORCF will accept a mortgage or deed of trust that is subordinate to the first lien.

~~G. **Federal Labor Standards.** Davis-Bacon requirements do not apply to fire safety equipment installation.~~

~~H.~~G. **Affirmative Fair Housing Marketing Plan Requirements.** Mortgage Insurance under Section 232(i) of the National Housing Act, while covered by the ~~nondiscrimination~~non-discrimination provisions of the Fair Housing Act and Executive Order 11063, is exempt from the submission of a written plan. However, a Section 232(i) applicant is required to conceive, implement, and maintain records for its affirmative marketing efforts.

~~I.~~H. **~~Property~~Project Capital Needs Assessment (PCNA).** For non-FHA insured projects, the application must include a PCNA. The Lender must also include an analysis of the ~~reserve for replacement~~R4R account that is consistent with the PCNA. See the PCNA Statement of Work on the Section 232 Program website.

~~J.~~I. **Reserve for Replacement.** The property must have ~~a reserve for replacement~~an R4R account for the project or establish a replacement reserve account prior to closing. For non-FHA insured projects, the PCNA must be used to complete an analysis of the ~~reserve for replacement~~R4R account. Additional deposits to the account will be required as a result of the fire safety loan. The Lender must also determine the appropriate annual ~~reserve for replacement~~R4R deposit for the project.

~~K.~~J. **Repairs:**

1. Critical repairs must be performed prior to closing of the loan.

2. Non-critical repairs, including Borrower proposed repairs approved by ORCF~~, may~~ will be completed after closing when a financial escrow equal to 120% of the non-critical repair costs is established at closing. Completion of repairs ~~is expected to~~shall be performed within 12 months of closing. Any repair unrelated to fire safety equipment installation cannot be funded by loan proceeds.

~~L.~~K. **Cost Certification.** A cost certification must be completed by the Borrower on the Borrower's Certificate of Actual Costs (Form HUD-ORCF-2205A) and must be approved by ORCF prior to closing. The Borrower must furnish a certification of all costs including cost charged by the contractor for the improvements and also must certify that no rebate, kickback, refund, etc. has been or will be received.

~~M.~~L. **Properties with Fair Housing Act violations.** Any property available for first occupancy after March 13, 1991, that has violations of Fair Housing Act accessibility design standards is to be in compliance prior to closing of the fire safety equipment loan. Occupancy improvements cannot be funded out of the fire safety loan proceeds. Where a state or local law has higher accessibility requirements, the property must be modified or retrofitted to comply with those standards.

~~N.~~M. **Prior Defaults/Claims.** ORCF does not prohibit applications for mortgage insurance for formerly HUD-held loans, but only does business with Borrowers that have good track records. ORCF may accept such applications where the Lender has considered and documented the economic, physical, operational, or management factors that led to the specific changes that have occurred which would justify an application for new mortgage insurance.

~~O.~~N. **Previous Participation Certification.** Principals that have a previously approved Previous Participation Certification for the subject project are not required to re-submit as part of the Section 232(i) application. If new principals are proposed, or current principals have not yet been approved by ORCF, these principals must submit either an APPS submission or the Previous Participation portion of the Consolidated Certification.

~~P.~~O. **Environmental Review.** For non-FHA insured projects, the Lender must supply a Phase 1 Environmental Site Assessment and meet all other environmental requirements identified in Production, Chapter 7. For all loans, when ground disturbance will occur, such as excavating for generator pads and/or generator structures, new utility lines, footings, foundations, grading, access roads, a tribal consultation may be required. Only HUD may initiate contact with the interested tribes.

~~Q.~~P. **Review of Life Safety, ~~Compliant~~Complaint, and State Annual Surveys.** The Lender will review findings from the most recent Life Safety, ~~Compliant~~Complaint, and State Annual Surveys to determine if outstanding findings have been addressed.

~~R.~~Q. **Review of the Project's Financial Performance.** The Lender must review the annual financial statements to assess the project's financial performance~~,~~ and must base underwritten income and expenses on the recent trailing 12-month performance. The Lender must use the project specific expense for underwritten reserve for replacement, taxes, and management fee.