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| **Question 1:** I didn’t see anywhere that HUD stated how they wanted us to indicate it’s a PILOT deal.  Do they just want it on the cover page of the Firm Application?  |
| *Reply: It should be clearly stated on front page of the Concept Meeting package and the Firm Application. When scheduling the Concept Meeting, be sure to state that it’s for a LIHTC Pilot deal. In addition, include the Eligibility Checklist in your Concept Meeting package and Firm Application.* |
| **Question 2:** Page 2, III-A **-** We are working on a loan application for a new construction 9% LIHTC project that has already received its allocation of credits.  There are 72 units including 64 affordable at rents ranging from 30% of AMI to 60% of AMI.  All are well below market.  This would be a great fit for the Pilot program except the affordable ratio is 88.89%.  Are waivers of the 90% threshold possible?  |
| *Reply: This may be approved on a case-by-case basis. However, all other requirements must be met- including the environmental requirements.* |
|  |
| **Question 3: I**s the 9% application of a “twinning” (both 9% and 4%) transaction eligible? |
| *Reply: No, we do not have enough experience with this transaction type and all of the delays that may result from having both types of LIHTC equity.* |

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| **Question 4**: Page 3 of 24 – Section III.C – In states like Texas that award QAP points for restricting units to the 30% of median level, the only way to counter the economic hit is with market rate units.  It wasn’t that big of a factor in rural deals, but two-thirds of last year’s big city winners had more than 10% market units, and wouldn’t qualify for the Pilot. Is there any flexibility on a state-by-state basis to be below 90% LIHTC? |
| *Reply: Not at this time. Additional market rate units will require a more extensive review.* |
|  |
| **Question 5:** Page 3 of 24 – paragraph after Section III.C – re-syndicated LIHTC projects without Section 8 must demonstrate sustained occupancy maintaining debt service coverage of at least 1.0 and 85% or greater occupancy for the previous 6 months.  This raises the following questions: **(a)** Some owners intentionally increase vacancy leading up to a substantial renovation if there are repairs that require tenants to temporarily relocate and the occupancy based on recent historics may not be reflective of stabilized occupancy – there appears to be consideration for properties with lower recent occupancy levels on a case by case basis so need confirmation that these types of projects would fall into that scenario.  If HUD has any other common scenarios that may trigger leniency on this, it would be helpful to mention during the training so Lender’s understand HUD’s point of view. |
| *Reply: Yes, this is the scenario we envisioned. If the Owner and Management Agent are taking steps to improve the property for the benefit of the residents, and those actions lead to lower occupancy levels for a temporary period of time, then HUD may consider the project under the Pilot with proper justification. If the project is currently HUD-insured, the assigned HUD Account Executive may provide evidence of actions the Owner and Management Agent have taken to improve and/or rectify previous issues that led to a decrease in occupancy levels.* |
|  |
| **(b)** What does HUD mean by “maintaining debt service coverage of at least 1.0x for the previous 6 months”?  Is this debt service coverage based on the proposed HUD loan / debt service with the HUD application or 1.0x debt service coverage based on the existing debt for the property?  I’m assuming this is meant for the proposed HUD loan with the HUD application; however, the sub rehab may enable the property to increase rents that is not currently captured within the existing NOI.  In addition, this may be an acquisition with a new owner / management agent that identifies efficiencies and potential utility savings reductions (which is not factored into the existing NOI).  Will HUD provide any leniency if the debt service coverage ratio based on the existing NOI is below 1.0x compared to the debt service for the proposed HUD loan? |
| *Reply: This is based on a 1.0 debt service coverage based on the existing debt for the property. The proposed underwritten Debt Service Coverage Ratio cannot be lower than 1.11. See MAP Guide for additional guidance.* |
|  |
| **(c)** Pg. 3 – C. – is the 1.0 DSC, based on the new loan or the existing loan. Unclear given ability to increase EGI 110% and decrease expenses to 90% of existing. Also, is the 90% threshold inclusion of all expenses or should RE taxes, R4R and Insurance be excluded? |
| *Reply: The 1.0 DSC is based on the existing loan. The 90% threshold must include all expenses, including RE taxes, R4R (if currently HUD-insured and one is already in place) and insurance.* |
|  |
| **Question 6:** Page 3 of 24 (paragraph above IV Opportunity Zones) – “Re-syndicated LIHTC projects without Section 8 must be underwritten with EGI no greater than 110% of that achieved in the **last full calendar year** before application and with expenses no lower than 90% of the prior year’s operating expenses.”  My questions relating to this statement are as follows:  |
| **(a)** 110% of EGI – is there any flexibility in going above 110%?  The sub rehab may increase rents post rehab.  An acquisition could include a change in ownership/management agent that may improve operations (particularly for underperforming properties). |
| *Reply: No flexibility at this time.*  |
|  |
| **(b)** Expenses no lower than 90% of last calendar year – the Sub rehab may reduce repairs/maintenance considerably and a change in the ownership/management agent (including management fee) along with projected utility savings could justify expenses being reduced by more than 90%.  Will HUD provide any leeway under certain circumstances? |
| *Reply: No, we need to remain conservative with the underwritten expenses.* |
|  |
| **Question 7:** Opportunity Zones**(a)** Page 3 of 24 – Section IV Opportunity Zones – I’m still unclear as to how the Opportunity Zones will fit with the LIHTC Pilot and I’m hoping for clarification.  |
| *Reply: LIHTC Pilot projects located in Opportunity Zones and funded with Opportunity Zone Funds will be assigned a trained, designated Senior Underwriter who will perform an expedited review of the application. This includes initiating the environmental review and site visit shortly after the Concept Meeting is held.* |
|  |
| **(b)** What additional benefits are available to projects in Opportunity zones? From a lender borrower standpoint there is not additional benefits for processing. |
| *Reply: The Office of Multifamily Housing is working towards issuing a Notice that will offer incentives for properties located in Opportunity Zones that includes designating and training FHA underwriters in each region of the country to expedite and streamline mortgage insurance applications and reducing the FHA mortgage insurance application fee for qualified loans.* |
|  |
| **Question 8:** Letter V on p 3 has the following: “depending on the transaction parameters. The FHA loan size for both Expedited Approval Process and Standard Approval Process transactions may not exceed $25 million.” Should the following be added: “and unit count may not exceed 200” since anything over 200 has to go to an environmental officer?  Middle of page 9 they should probably add “Projects greater than 200 units” under “VII Ineligible Projects.” |
| *Reply: The $25 million loan limit applies to both Expedited and Standard Approval Process deals. The section immediately under section V applies to both transaction types. The 200-unit limit only applies to Expedited Approval Process deals and is correctly identified under Section V.A. Section VII applies to the entire Pilot.* |
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| **Question 9:** 4% or 9% LIHTC Sub Rehab Re-Syndication - Must have reached the end of their initial tax-credit compliance period – What is the timing of the end of the compliance period – application submission, closing, etc.? |
| *Reply: The project should be at the end of their initial compliance period by the time the Concept Meeting is held. We are trying to expedite the review process. As such, HUD should not have to wait for other steps to be taken before we finalize our review.*  |
|  |
| **Question 10:** 4% or 9% LIHTC Sub Rehab Re-Syndication - Must be underwritten with an EGI no greater than 110% of that achieved in the last calendar year and with expenses no lower than 90% of the prior year’s operating expenses. What if an energy reduction study substantiates a reduction greater than 10%? Does the project qualify? |
| *Reply: Underwritten expenses cannot be lower than 90% of the prior year’s operating expenses. This minimizes the level of risk associated with the deal and will help ensure that targeted timeframes are met.* |
|  |
| **Question 11:** Pg. 3, B. – Although not mentioned, will there be a preservation agreement needed for the balance of the contact being terminated?  |
| *Reply: Guidelines for the use of a Preservation Agreement as outlined in the Section 8 Renewal Policy Guidebook must be followed.*  |
|  |
| **Question 12:** Please consider increasing the loan level from $25 million to $40 million, many 4% bond deals are in the $30 million range in today’s market. |
| *Reply: At this time we are limited to $25 million; remember we are capped at $250 million per year.* |

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| **Question 13**: Page 4, Paragraph 6 – Please confirm that appraisals for the Expedited Approval track prepared for the HFA do not also require the HUD forms. |
| *Reply: Since the Appraisal must be MAP-compliant, the HUD forms are required.* |
|  |
| **Question 14:** Page 4 of 24 – Need clarification on the following items:  |
| (a) An appraisal report prepared for the HFA that is USPAP and MAP compliant may be submitted with the application; these reports can be over 120 days from the time of the application submission.  Please confirm that HUD still requires that the MAP compliant appraisal be dated within 120 days. |
| *Reply: For Firm Commitments, the effective date of the appraisal must be within 180 calendar days prior to the issuance of the Firm Commitment.* |
|  |
| **(b)** If a market study is required, HUD allows for the borrower to engage for the report.  Please confirm that this report must be MAP compliant and dated within 120 days of submission (and 180 days within the issuance or re-issuance of the Firm Commitment/Amendment. |
| *Reply: The report must be MAP-compliant. For Firm Commitments, the effective date of the study must be within 180 days prior to the issuance, re-issuance or amendment of the Firm Commitment. See the Memo, MAP Guide 2016 Implementation and Clarifications, issued July 5, 2016.*  |
|  |
| **Question 15:** Page 4/5 of 24 - During the LIHTC training, it would be helpful for HUD to clarify as to exactly what HUD will delegate to the Lender.  For example, on the top of page 5 of 24, DPU may consult with EMAD in assessing market conditions for market rate units.  If the property is 100% LIHTC / affordable, does DPU consult with EMAD still?  The notice does not mention HUD completing a valuation review.  Will HUD complete a valuation review on the expedited processing? |
| *Reply: HUD will clarify what HUD will delegate to the Lender during the training on April 16th. With regards to the EMAD review, the Designated Pilot Underwriter will review the lender’s conclusions as to the acceptability of the market. The DPU may consult with EMAD but makes the final recommendation to the team leader regarding market demand for the project. If the property is 100% LIHTC, the DPU may consult with EMAD. With regards to the valuation review, the DPU will review the lender’s conclusions as to the acceptability of the appraisal report and the lender is responsible for justifying any changes to the Appraiser’s conclusions. The lender’s assessment must be properly documented in the Lender’s Narrative.* |
|  |
| **Question 16:** Page 4/5 of 24 – the last sentence on page 4 states that “the **lender’s certification** for compliance with civil rights laws, applicable accessibility requirements, and lead safety requirements”.  Is HUD requiring a Lender’s Certification for these items?  It would be best if the Architect certify to these requirements (which is something that is typically already provided.  Please clarify as to what HUD is requiring for this certification. |
| *Reply: MAP Guide Appendix 5.B outlines the accessibility standards the Lender is required to assure compliance with. The Design Architect is responsible for submitting MAP Guide Appendix 5H.1 which also addresses compliance with accessibility. The Consolidated Borrower’s Certification, which is required for Closing, includes a section related to compliance with accessibility as well.*  |
|  |
| **Question 17: -** V.A – In the last paragraph on page 4 discussing the DPU review, item e refers to “the lender’s certification for compliance with civil rights laws, applicable accessibility requirements, and lead safety requirements.”  Does this refer to the various certifications obtained under MAP processing or is there a new Lender certification envisioned?   |
| *Reply: MAP Guide Appendix 5.B outlines the accessibility standards the Lender is required to assure compliance with. The Design Architect is responsible for submitting MAP Guide Appendix 5H.1 which also addresses compliance with accessibility. The Consolidated Borrower’s Certification, which is required for Closing, includes a section related to compliance with accessibility as well.* |
|  |
| **Question 18**: Section A, 4th Paragraph – The stated goal to get to closing is 60 days. Please confirm that closing can occur prior to 60 days.  |
| *Reply: Yes, if the closing package is complete and acceptable, it is possible to close prior to 60 days.*  |
|  |
| **Question 19:** Page 4, 5th paragraph – indicates lender must engage all third party report, but later on it allows for the lender to use a borrower engaged market study. This contradiction should be clarified. |
| *Reply: The Market Study should be ordered and paid for by the lender. However, a Market Study that has been prepared for the Borrower by a 3rd party Market Analyst and meets all other Market Study requirements of the Guide, including timeliness, is acceptable.*  |
|  |
| **Question 20: Designated Pilot Underwriters** **(a)** Can we get a list of who are HUD’s Designated Pilot Underwriter (DPU) are? Where will they sit? How may will there be. |
| *Reply: Yes, an updated list of DPUs is maintained at* [*https://www.hud.gov/program\_offices/housing/mfh*](https://www.hud.gov/program_offices/housing/mfh) |

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| **Question 21**: Pg 5 – 1st paragraph – How will asset management be held accountable to keep their review periods in-line with your processing time frames noted in the memo? 30 days for expedited and 60 for standard…is very fast for some asset management groups.  |
| *Reply: Regional Office Directors have been notified of the timeframes targeted under the Pilot and are prepared to take steps to ensure Account Executives complete their reviews in a timely manner. Lenders should be prepared to submit Management Agent documents very early on in the process, and preferably within a few days of received an Encouragement Letter post Concept Meeting.* |
|  |
| **Question 22:** Paragraph 8: should EMAD assess market condition for the unassisted/non S8 LIHTC and market units, rather than market rate units?  How often do 9% awards go to projects with market rate units? |
| *Reply: EMAD may assist the DPU in assessing market conditions for the market-rate units and LIHTC units and to determine reasonableness and compliance with market study requirements. We are not aware of the number of 9% awards that go to projects with market rate units. It varies and HUD does not track this data.*  |
| **Question 23:** Page 6, last paragraph – details the DPU review. Similar to the Expedited, but more detailed on the plans and specs. Note no “certification” like referenced in the Expedited, is that intentional? |
| *Reply: No, a certification is required. However, we will look rely more heavily on the lender’s certification under the Expedited Approval Process.* |
|  |
| **Question 24:** Standard Approval Process, 4th Paragraph - Does EMAB need be consulted on market rate units in this case as the any market rate units would be existing and not “new”? |
| *Reply: The DPU may consult with EMAD.* |

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| **Question 25:** V.B. Standard Approval Processing, Paragraph 6: Would a market study be relevant for this track? |
| *Reply: Yes. Only projects with 90% or more Project Based Rental Assistance do not need a Market Study.* |
| **Question 26:** Page 8 of 24 – Lender’s need to demonstrate experience underwriting LIHTC loans and provide details on this experience.  Confirm that HUD will require the following from Lender’s: |
| **(a)** List of all **FHA insured loans** Lenders have closed in prior 5 years and the number, name, location, original amount, HUD office where application was processed and whether or not a loan is in default, an election to assign the loan or the loan has been assigned to FHA.  Confirm that HUD needs the FHA insured **LIHTC loans** closed in the prior 5 years only.] |
| *Reply: HUD will pull this data from its database. Lenders do not need to provide this information.* |
|  |
| **(b)** HUD must review the experience of the Underwriters to ensure 3 years recent experience and at least 3 funded **multifamily loans** within the previous 5 years.  Confirm that HUD needs documentation on 3 funded **LIHTC multifamily** loans in the prior 5 years for each Underwriter. |
| *Reply: HUD does not need any additional information on an Underwriter’s experience aside from what is currently provided pursuant to Chapter 2 of the MAP Guide.*  |
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| **Question 27:** Pg. 8, A, Last sentence – MAP trainee experience should also count, if they can demonstrate they meet or exceed the number of transactions. |
| *Reply: Underwriters need to demonstrate that they have underwritten at least 3 funded multifamily loans independently.* |
|  |
| **Question 28:** Page 8 of 24 – Section VI.B – All Underwriters are required to attend HUD training to be eligible to submit a LIHTC Pilot deal.  (a) How often will HUD have LIHTC Pilot training to ensure those obtaining the necessary experience to qualify?  |
| *Reply: HUD will aim to conduct training annually during the term of the Pilot.* |
|  |
| (b) Will there be a second training if underwriters cannot make the first training held in April? |
| *Reply: Yes, arrangements are being made to have a training in conjunction with SWAC in Ft. Worth, Texas.* |
|  |
| **Question 29:** Page 8 of 24, Section VI.D, 2530 Clearance – (a) All 2530 findings or flags must be resolved prior to submission.  Oftentimes, the Lender and Borrower may not be aware of a flag as it may have just entered the system.  Or there are situations where the borrower addressed the flag but HUD has not reviewed/approved the borrower response.  If the flags are discovered after submission, the Lender requests leniency if the flags can be resolved quickly. |
| *Reply: Agree.* |
|  |
| **(b)**  For early approval of both 2530 clearance and AFHMP, it seems submitting the 2530 and AFHMP after the encouragement letter is received after the Concept Meeting would be the best practice. Submission of the Pilot application would then be contingent upon receipt of the pre-approval of the 2530 and AFHMP. |
| *Reply: We strongly recommend that exhibits be submitted shortly after an Encouragement Letter has been received by the lender.*  |
| **Question 30: Concept Meetings** **(a)** Top of Page 9 says, “If a concept meeting is held, environmental risk factors should be discussed in detail….”  I think this should say, “At the concept meeting…..” |
| *Reply: Concept Meetings are strongly encouraged to be held to determine which track the project may be submitted under.* |
|  |
| **(b)** It is noted that “if” it is held on this page, but then on page 12 it says they are optional? So how is it decided when one is needed? Are you always submitting a concept package and then the decision will be made by HUD? |
| *Reply: Concept Meetings are strongly encouraged to be held to determine which track the project may be submitted under.* |
|  |
| **Question 31:** RAD **should be** allowed for expedited processing if an RCC has been issued.  Once an RCC is issued then there is less complexity.  RAD could benefit from the 4% rehabilitation streamlining.   |
| *Reply: We will take this into consideration.* |
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| **Question 32:** Page 10 of 24 – Section IX.B – designated regional/satellite pilot offices – what are the designated pilot offices and the designated pilot Branch Chief’s / Underwriters?   If a LIHTC Pilot deal is located within an area without a designated regional/satellite pilot office, will the application still be accepted (believe so based on the way it is written but looking for confirmation)? |
| *Reply: Each Regional Office has a dedicated LIHTC team and Designated LIHTC Pilot Underwriters. See attached list.*  |
|  |
| **Question 33:** W/in 10 business days the DPU will schedule a kickoff call with the lender and field counsel to discuss transaction features. The kickoff call should be earlier. The review is 30 calendar days and the kick-off call will take 10 business days which could be halfway through the 30 day review. |
| *Reply: The initial 5-day period after the application is placed into processing will be used to resolve any application deficiencies. At 10 days, the DPU will be in a better position to discuss deal specifics and to highlight any remaining issues. If we can have the meeting earlier than 10 days, we will. Frequent communication is highly encouraged throughout the entire process, beginning with the Concept Meeting.*  |
|  |
| **Question 34:** Designated Offices (a) Are there any offices not participating? |
| *Reply: No, every Reginal Office will accept Pilot applications.* |
|  |
| (b) When/how will the HUD offices be designated/announced? |
| *Reply: See attached list.* |
|  |
| **Question 35:** IX.  Tax Credit New Pilot Application Processing: General, A. Paragraph 2 – Will the pre-closing conference call also serve as the Pre-Con? |
| *Reply: No, the Pre-Construction Conference will be held separately and is often held a few days before or at Closing.* |

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| **Question 36:** P 11 and 12 - It says concept meeting are optional.  I seem to remember at one of the conferences Liz saying that the Concept meeting was critical as the lender’s underwriter would start working with the HUD underwriter right after concept.  Plus, HUD usually wants concept meetings for D4s, so it seems odd it would be optional.  I would think it would be required.  |
| *Reply: Concept Meetings are strongly encouraged.* |
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| **Question 37:** Designated LIHTC/Pilot Branch Chief and DPUs. – Who are they? |
| *Reply: See attached list.* |
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| **Question 38:** D – it is mentioned here that each office will have a senior underwriter trained in Opportunity Zones. What does that training look like? Will it be open to lenders? |
| *Reply: A training plan is underway. HUD hopes to work with Lenders on establishing some training events.*  |
|  |
| **Question 39:** I. Application Exhibits, Closing Documents – This section allows for the early submission of closing documents in the event of legal concerns or challenges. However, submitting a full set of closing documents with the application, which will have to be re-dated and updated with final interest rate, loan amount, etc., is a costly endeavor. Rather than the complete set of closing documents, submission of the challenging or concern documents, waivers, or documents with requested changes should be submitted instead. Is this approach acceptable? |
| *Reply: Yes, this approach is acceptable and encouraged.* |

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| **Question 40:** K. – Is there a stipulated timeframe in which AFHMP initial reviews will be completed? |
| *Reply: AFHMP reviews are targeted for completion within 30 days. HUD strongly encourages the submission of AFHMPs shortly after an Encouragement Letter is received by the lender.* |
|  |
| **Question 41:** Will HUD permit an early issuance of the FHA # so the AFHMP, MUTM rent increase, environmental report and other documents can be submitted for HUD review well in advance of the firm application? |
| *Reply: Yes.* |

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| **Question 42:** Page 13 of 24 – Section IX.P – DPU is required to assess the borrower and management company have the capacity to effectively manage the property.  For the expedited processing, isn’t this delegated to the Lender? |
| *Reply: Yes, but during the site visit the DPU will gain an obvious understanding of how the Borrower and Management Agent operate the project. The HUD UW will also review the lender’s conclusions.* |
|  |
| **Question 43:** X. Standard Approval Processing: Technical Discipline Areas - This section, by its heading, would seem to apply to the Standard (60 day review) process, but I believe it is meant to apply to all (Expedited) Pilot transactions? |
| *Reply: Section X only applies to Standard Approval Processing. Section V.A applies to Expedited Approval Processing.* |
|  |
| **Question 44:** IX.  Tax Credit New Pilot Application Processing: General, Q. Market Studies **(a)** Does the market study need to be MAP compliant? |
| *Reply: Yes.* |
|  |
| **(b)**The notice states that Market Studies prepared for the borrower by a third-party analyst are acceptable. Shouldn’t this be clarified to confirm that the conclusions required by MAP guide; i.e. Capture/Penetration rates and Net Demand be included? Or is there greater flexibility allowed given the low LTC, LTV and rent advantage. |
| *Reply: The Market Study must meet the requirements of the MAP Guide.* |

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| **Question 45:** Pages 17-18, EMAD Review – Is there a threshold % of market rate units for which an EMAD review is not required?  This section strongly encourages EMAD consultation. |
| *Reply: There is no threshold and the DPU may consult with EMAD. The DPU makes the final recommendation.* |

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| **Question 46: XI.** Standard Approval Process: Construction Administration - This section, by its heading, would seem to apply to the Standard (60 day review) process, but I believe it is meant to apply to all (Expedited) Pilot transactions? |
| *Reply: It only applies to Standard Approval Process. Section V.A addresses the construction administration for the Expedited Approval Process.* |
|  |
| **Question 47:** Page 19 of 24 – Section XIII.D – limiting the LIHTC New Pilot loan volume to $250 Million per fiscal year for at least three years – (a) will HUD publish the amount of loan volume incurred throughout the year so Lenders can monitor if the threshold is close to being hit? |
| *Reply: Yes, HUD HQ will provide this data every 6 months.* |
|  |
| **Question 48:** Managing Loan Committee (a) is there a special PILOT Committee? Who is on it? Who participates? |
| *Reply: The Pilot Loan Committee will be managed from HUD HQ. The Housing Program Officer will Chair the committee and the LIHTC team Branch Chiefs will serve as voting members.* |
|  |
| **(b)** What does this process (Loan Committee) look like?  |
| *Reply: The Pilot Loan Committee will be administered by HUD HQ. The Housing Program Officer will Chair the committee and the LIHTC team Branch Chiefs will serve as voting members.* |
|  |
| **(c)** When can an application be presented to the LIHTC Pilot Loan Committee for approval? Will this cause a delay in meeting the targeted 30 days to issue the firm for those in the expedited track? |
| *Reply: The Pilot Loan Committee will review Pilot deals within 3 days or less of receiving a request to review a deal. Every attempt will be made to ensure the 30 days are not exceeded. Deals submitted to the LIHTC Pilot Loan Committee for review do not need to go to Reginal Loan Committee or National Loan Committee.* |
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| **Question 49:** 1-1D - Where do we get the Eligibility Checklist? For the 223f piliot, the Project Eligibility Checklist was included in the Underwriting Narrative.  Is that what will be done for the 221d4 Pilot? |
| *Reply: Eligibility Checklists are located at:* [*https://www.hud.gov/program\_offices/housing/mfh*](https://www.hud.gov/program_offices/housing/mfh) |
| **Question 50:** 1-2A – Will there be a new Narrative? |
| *Reply: No, the Narrative that is currently used for Section 221(d)(4)/220 applications must be used.* |
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| **Question 51:** Exhibit A 2-1A – Will the HUD 92264-T be required? |
| *Reply: yes.* |
| **Question 52:**Today’s market has TC Pay In at 10% at closing with 85% at completion & 5% at 8609. Will HUD re-consider these requirement, if the lender can show the availability of funds to cover the development costs? |
| *Reply: HUD will consider this at a later time.* |

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| **Section 221(d)(4)/220 New Const. and Sub. Rehab. Designated Pilot Underwriters** |
|  | **Northeast Region** | **Midwest Region** | **Southeast Region** | **Southwest Region** | **West Region** |
| **Regional Director** | Brett Wise 212-542-7888 | Daniel J. Burke 312-913-8152 | Ruben J. Brooks 678-732-2363 | Mary V. Walsh 817-978-5807 | Angela Corcoran (Acting) 415-489-6606 |
| **MF Production Director** | Stacey L. Ashmore 212-542-7840 | Stephen P. Ott 312-913-8164 | LaDonna B. Mills 678-732-2132 | Kenneth L. Cooper 817-978-5836 | Angela M. Corcoran 415-489-6606 |
| **LIHTC Branch Chief** | Joseph McNealy 617-994-8222 | Scott R. Greuel 312-913-8193 Or Lesley Johnson 312-913-8266 | Edward Wallace 678-732-2012 | Susan Meyers 817-978-5867 | Erica B. Kodiyan 415-489-6661 |
| **Designated Pilot Underwriters** | Jill Papoulias | Jesse Stewart | Faith Boock | Cynthia Johnson | Danny Gallant |
|  | Neal Lydon | Ken Doresky | Lisa Gibson | Natalia Marin-Ontiveros | Julie Carter |
|  | George G. Keefe | Elizabeth Geer | Kathy Brewer | Marcus Warr | Heather Shea |
|  |  | Andres Acosta | Bob Doran | Anna Dupaty | Laura Stutzman |
|  |  | Kevin Piggott | Donald Winston | Shatorya Modkins |  |
|  |  | Paul Vasilakos | Jonathan Mosley |  |  |
|  |  | Sara Bergen |  |  |  |
|  |  | John Karlen |  |  |  |
|  |  |  |  |  |  |
| **DPU for deals in** **Opportunity Zones** | Neal Lydon | Jesse Stewart | Lisa Gibson | Natalia Marin-Ontiveros | Julie Carter |
|  |  | Ken Doresky |  |  | Laura Stutzman |
|  |  | Elizabeth Geer |  |  |  |
|  |  |  |  |  |  |