



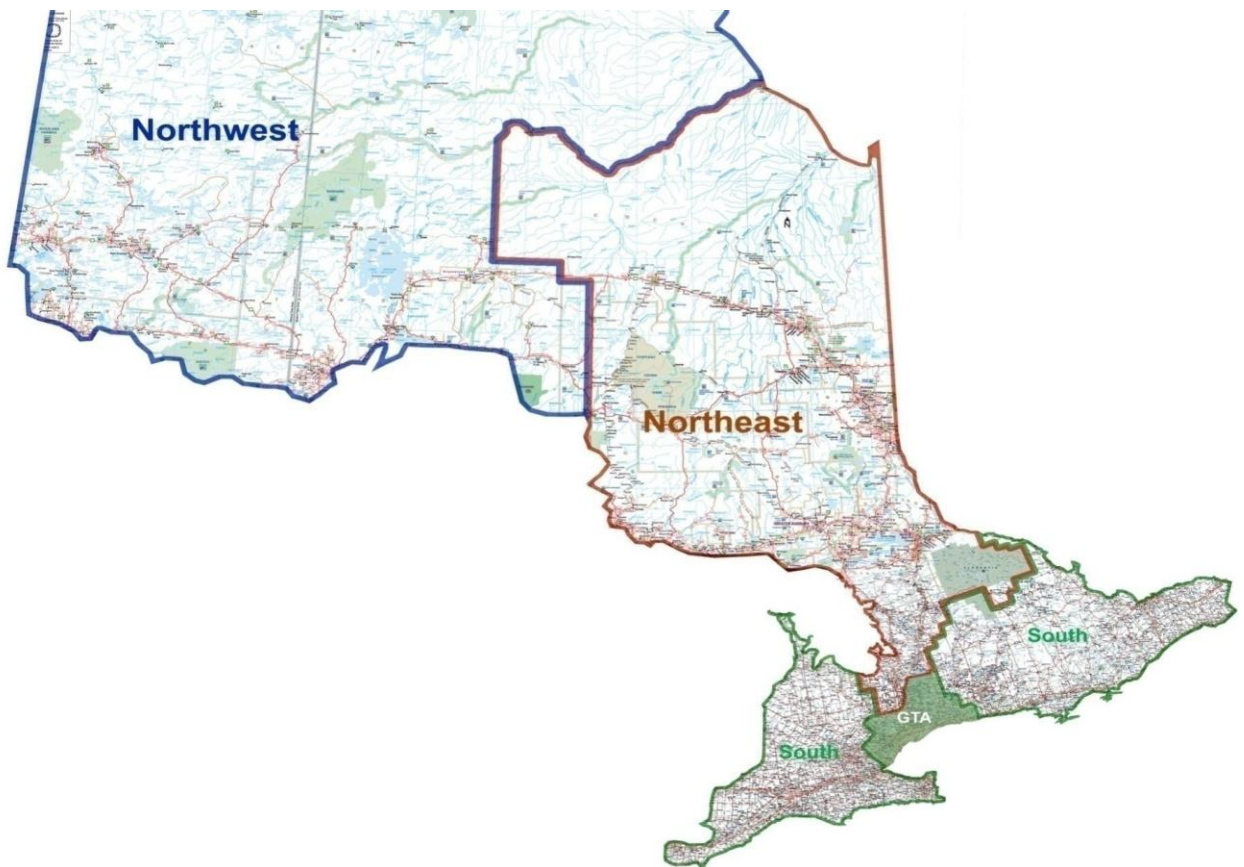
**Ontario
Aboriginal**
Housing Services

Frequently Asked Questions – FAQs

These FAQs are provided here for your convenience. Please consult the RFP, Program Guidelines, and Appendices for complete details.

1) What geographic areas will be considered?

Per the RFP, “Given the mix of the first two funding allocations, this RFP will strive to ensure geographic balance, by requiring that projects target under-served areas in Northwestern and Northeastern Ontario (please see map below) as well as projects that are Supportive/Transitional in nature or for successful applicants of OAHS’ Pre-Project Development Funding.”



2) Is there a maximum project size (i.e. number of units) that will be considered for funding under this RFP, and if so, what is it?

- A. Per page 31 of the Guidelines, "Size of Project/Number of Units: An assessment will be made as to the relative size of the project compared to the overall need identified or demonstrated in the community, funding availability, and programme conformity. It is anticipated that the submissions will target a range of 5 to 50 units."

The average project size approved in the EOI stage was 18 units and were generally delivered in larger urban centres. It should be anticipated that projects of a size necessary to help ensure geographic balance will be viewed favourably for this RFP.

3) Is there a minimum project size (i.e. number of units) that will be considered for funding under this RFP, and if so, what is it?

- A. Please see above.

4) Our overall concern is the ability to make the project(s) viable in the long term. Even with no mortgage, the costs of hydro, sewer, water and taxes may be more than the RGI based rent revenues. Maintenance costs will also increase over time. Is an operating subsidy available?

- A. The Rental Component of the FIMUR Housing Program is a capital program and there are no direct operating subsidies. It is anticipated, and has been demonstrated from the EOI process, that projects that are funded up to 100% of capital costs can provide affordable rents (i.e. less than 80% of Average CMHC Market Rents) over a long-term period of 20 years. Further to providing affordable rents, it is also possible to internally fund a small portion of Income Rent Calculation units and still ensure overall project viability.

5) The first bullet under the "NOTE" heading of Appendix C states that a proponent's "Board of Directors must be comprised of a majority of off-reserve Aboriginal Directors." Is this an error?

- A. Yes. Appendix C has been updated on our website and replaced with "Board of Directors must be comprised of a majority of Aboriginal Directors."

6) If a housing provider is able to access a combined lodging/supportive programming fee from a government agency as its main source of funds to operate a transitional housing facility, would the housing provider be required to charge tenants rent to qualify for FIMUR funding?

- A. Provided that all other criteria of the FIMUR program are met and adhered to for the 20 year affordability period there is no requirement to charge tenants rent; however, on page 37, it notes that "Proponents must demonstrate that the project can stand on its own." As such, you may wish to demonstrate that if government agency funding becomes unavailable that the project will be able to continue to be economically viable (e.g. will be able to charge and collect rents from tenants).

7) The FIMUR rental housing program guideline states that 'Rent shall be inclusive of utilities' (page 30) while page 7 of the RFP states that 'the combination of monthly rents and utilities (or utility allowance) must be affordable.'

Is it permissible for a housing provider to deduct the utility allowances (as set out in the Social Housing Reform Act), in its calculation of IRC/RGI rent rather than providing units with all utilities included?

- A. Rents shall be inclusive of utilities and must 'remain at or below 80 percent of the Canada Mortgage and Housing Corporation's (CMHC) updated Average Market Rent (AMR)' (page 10). Whether the rents charged are 'one line' with rent and utilities included or 'two lines' having a rent and utility charge does not matter provided the total of these two charges remains at or below 80 percent of CMHC's AMR.

8) Although the FIMUR RFP indicates that design-build is an acceptable approach on page 7, the FIMUR rental housing program guideline states that 'For contracts over \$25,000 the Proponent is required to implement fair, equitable procedures in implementing a public or invitational tender (obtaining a minimum of 3 tenders). Tenders must follow a sealed bid process.' on page 41.

If a proponent has determined that the best approach is a turnkey solution where an existing landowner develops their own property for the Aboriginal Housing Provider on a turnkey basis, what information would be required to support this approach in the request for proposal?

- A. If a turnkey project is proposed, then, at an absolute minimum, using a contract that is acceptable to OAHS as well as providing full records, books, documents, interviews with personnel and any other evidence requested by OAHS in order to complete a costing review for approval by OAHS may be required prior to signing a Partnership Agreement (if the proponent is successful) with OAHS.

9) Could you please confirm whether a Word or Excel version of Appendix F: FIMUR Project Capital Budget, New Construction/Multiple Unit Acquisition/Rehabilitation available?

- A. Yes, please contact kreynolds@oahssc.ca if you are not e-mailed a copy.

10) Please provide a definition of "Equity Construction" per Appendix F FIMUR Project Capital Budget.

- A. 'Equity Construction' would refer to equity (funding or land) that the Proponent is contributing to the project.

11) The requirement for a set of plans. Do we have to submit a copy of our architectural, mechanical, electrical, plumbing, etc, etc plans? There are many plans. If so, do we have to reproduce 6 copies of each of the plans? We do have simple layout plans for the affordable housing section of the building. Would that suffice?

- A. Section G of the RFP asks for 'maps, sketches, and/or plans of the proposed project...' Please submit copies of the materials you feel will support your proposal. It is a requirement to submit 6 complete copies of your proposal (including attachments, maps, sketches, plans, etc.) because there are 5 Proposal Review Committee members and 1 copy to be kept on file.

12) The format for a 20 year pro forma budget - Our project is a mixed housing complex. Thus, our financial projections are all based on the whole project. It would be extremely difficult and time-

consuming to produce a 20 year pro forma for the affordable housing alone.

Can we submit the 20 year pro forma showing all revenues and all expenses? N.B. We did consult the Web site and FAQ, but there is no reference to the question of plans and there is no mention of an alternative to the 20 year pro forma format.

A. A 20 year basic cash flow spreadsheet was provided as a sample and is available on our website. You may use a cash flow form that is more detailed provided it demonstrates that any FIMUR units will be affordable for a minimum of 20 years (page 25).

13) For the provided 20 year basic cash flow, is it necessary to use this form specifically versus a cash flow form that a corporation may already have produced with more specific line items?

A. The 20 year basic cash flow spreadsheet is only an example. You may use a cash flow form that is more detailed provided it demonstrates the units will be affordable for a minimum of 20 years (page 25).

14) If our proposal is a scattered ac/rehab project, how do we account for differences in purchase prices and renovation costs?

A. If you are preparing an Ac/Rehab proposal of individual units then it is expected that your submission will be based on an average. Yes, some units will require more work and others less or none at all – if approved, it will depend what is available in the market but the project would still be constrained by the approved amount.

15) Are pre-development funds available?

A. A call for pre-development funding (up to \$10,000 per proponent) was already issued and closed.

16) Our plans are very preliminary – how do we complete some of the detailed sections of the proposal?

A. If details are not firmed up then indicate this and use the best information available and the best plans you have available.