



UPLIFT Information Session

March 18, 2024



Agenda

- Welcome
- Overview of Program Elements and Application Process
- Overview of Application Review
 - Threshold Criteria
 - Evaluative Scoring
- Award Process
- Waivers
- Questions

UPLIFT Overview

Primary Goal

- Decrease gaps in household wealth across racial lines by elevating property values in historically redlined neighborhoods.

Program Parameters

- 25% of units restricted for sale to 80% AMI households
- Subsidy Limit: \$50,000/DU
- Project Sizing : 8-25 units per project, maximum award \$1.25 million
- Production: Estimated 8-12 projects (200 units) per fiscal year

Who is UPLIFT For?

- Housing developers who will renovate and build homes in targeted neighborhoods
- UPLIFT does not work with individual homeowners
- Enter your project address into the [UPLIFT Map](#) to ensure it is in an eligible area

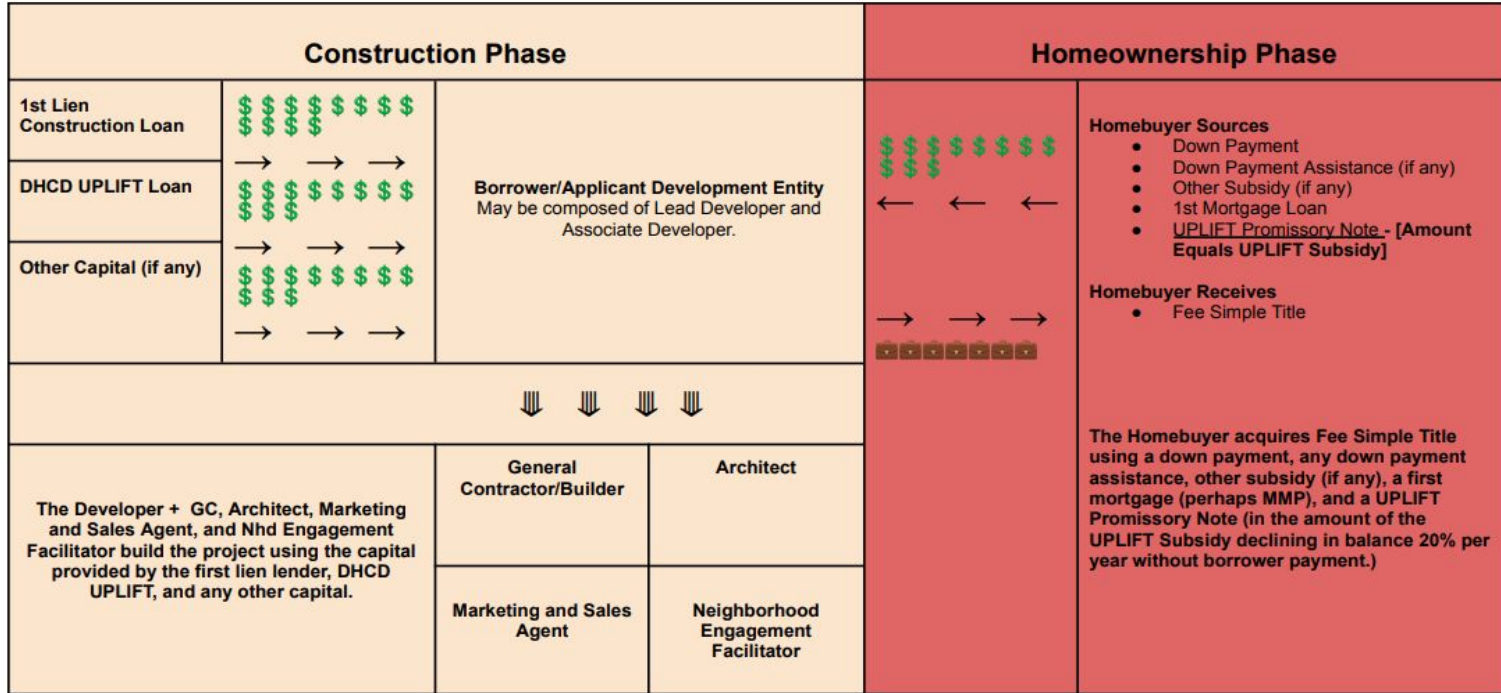
Application Process

1. Read entire [Program Guide](#), review application forms and [UPLIFT website](#)
2. Put together project's scope of work, development plan, and financials
3. [Schedule a Pre-Application Meeting](#) to discuss program details, timeline, and financing
4. Submit an [Electronic Application Submission Request Form](#)
5. After you complete the Pre-Application Meeting, you will receive a link to submit an Electronic Application

Award Process

- Applications are accepted on a Rolling Basis, Threshold Reviewed and Scored.
- Applications Meeting Threshold and Scoring Requirements Receive a Conditioned Reservation Letter.
- Projects that successfully underwrite are presented to Housing Finance Review Committee for approval and recommendation to the Secretary.

Flow of Funds



UPLIFT Site Locations - Project Areas & Site Control

- Eligible project sites are captured in the Qualified Areas Map
 - Specific addresses can be entered into the map to determine eligibility
- Developer must have direct control of at least 70% of all vacant properties in the defined Project Area. Waivers may be requested if developer demonstrates critical mass but does not meet the 70% requirement
- Project Area: rectangle encompassing all project sites and bounded by the streets in the four cardinal directions
 - Project area boundaries can be adjusted through waiver submissions

Critical Threshold Requirements

- Project Location
 - Located in both a Low-Income Census Tract and in an area designated as a Maryland Sustainable Community
- Development Team Requirements
 - Primary Development Team
 - Secondary Development Team
- Site Control - direct control of at least 70% of all vacancies in the Project Area
- 25% of units sold to 80% AMI households

Categories for Evaluative Scoring Criteria

1. Development Team Experience, Capacity, and Composition
2. Readiness to Proceed and Anticipated Scale of Impact
3. Strengthening the Neighborhood's Social and Physical Context
4. Leveraging State Resources
5. Design Quality

Evaluative Scoring Criteria

- Projects that meet all Threshold Criteria will be evaluated against the Evaluative Scoring Criteria
- The scoring criteria are intended to ensure projects are completed to most ably and cost effectively meet Department goals
- Minimum Scoring Criteria to meet 75% of points available

Selling to the Homeowner

- Each project will sell 25% of its units to households earning 80% AMI. Unrestricted units will be sold at market price
- When home buyer acquires down payment assistance, DHCD executes a Promissory Note (PN) in the amount of the Appraisal Gap
- PN balance will decline by 20% for year, forgiven at end of five-year term
- Payment on PN is only due if buyer sells within five-year term

Waivers

- Waivers can be submitted for any Threshold or Evaluative Scoring Criteria by submitting a [Waiver Request Form](#)
- Specific instances where DHCD will consider waivers include:
 - Control of minimum of 70% of vacant sites in project area
 - Definition of a Project Area
 - Previous project performance requirements
 - Previous participation requirements of Development Team members
 - Construction or Rehabilitation Costs
 - Development Related Fees
 - Project Phasing
 - Development Team Experience

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UPLIFT's Web Page:

<https://dhcd.maryland.gov/HousingDevelopment/Pages/UPLIFT.aspx>

Questions?