

**County of Loudoun Affordable Multi-Family Housing Loan
SCORING CRITERIA
GENERAL CRITERIA FOR ALL PROJECTS**

Criteria	Scoring Guidance	Max. Points Available
SECTION 1: Consistency with Countywide Housing Needs		
Commitment Period	Highest Points: 75 + years commitment to maintaining affordability of units consistent with targeted households as proposed.	5
Affordable Units at or below 60% AMI	Points awarded in accordance with number of units at AMI lower than 60%. Highest points awarded if at least of 50% of the units are for AMI lower than 60% and the application proposes ten percent (10%) or more of the project units to benefit households at 30% AMI -Extremely Low Income (ELI).	5
Extremely low-income units ¹	Highest Points: Ten percent (10%) of the project units or more to benefit ELI households, with ELI units not to be served by Project Based Vouchers.	4
Size of the units	Highest Points: Forty percent or more of the project units are entry-level worker units of 1 bedroom or studios.	5
The project provides housing for older adult residents.	Highest Points: Twenty percent or more of the project units are senior housing, with 100% of the units for older adults being fully accessible, 504 compliant, and meeting requirements of ADA and ANSI A117.1	5
The project provides housing for persons with disabilities.	Highest Points: Twenty percent or more of the project units are housing for persons with disabilities, with 100% of those units fully accessible, 504 compliant and meeting requirements of ADA and ANSI A117.1.	5

¹ Serves households up to 30% AMI

Transportation	Highest Points: Proposed project is located within walking distance (approximately .25 mile) to public transportation.	5
Permanent Supportive Housing Units	Higher points awarded in accordance with number of permanent Supportive Housing Units proposed for individuals with a history of chronic homelessness and/or with a disability. Highest points awarded when the Permanent Supportive Housing units are funded using sources different from County's social programs like the PBV program or similar, the applicant has provided an alternative Supportive Services Plan provided by a registered 501 (c) (3) not-for-profit organization, and the Plan complies with applicable regulations.	10
Geographic distribution	Highest Points: The project is located within the Urban Policy Areas, the areas surrounding the Silver Line Metro stations and along Route 7 and Route 28 interchange, redevelopment and infill areas, or an incorporated Town.	5
SECTION 1 Total maximum points available		49
SECTION 2: Project Design		
Universal Design	The project applies Universal Design principles to allow the built environment to be usable by people of all ages and abilities; promotes the ability for people to age in place. Points awarded in accordance with number of units compliant with UD elements and type of optional elements chosen.	5
Building Innovation	Highest Points: The project meets an established green building standard such as, but not limited to, Passive House, Living Building Challenge and EnergyStar Certification; LEED, EarthCraft, or other similar certifications accepted by HUD or VH, with ongoing energy use tracking, uses energy efficient design and construction principles; promotes high performance and sustainable buildings, and minimizes construction waste and other negative environmental impacts.	3

Development Amenities	Highest Points: The project will provide on- site amenities that could include, but not be limited to community meeting room, outdoor playground, swimming pool, greenspace, community garden, etc.	3
Community Amenities	Highest Points: The project will provide residents with access to common elements and amenities provided to residents of the market-rate master development where the affordable housing project is located (if applicable) including trails, pool, playground, etc.	2
Broadband	The development will provide broadband infrastructure in all of the units. Highest points: Service provided at no cost to residents.	3
Location within the Community	Highest Points: The project will be located within walking distance (approximately .25 mile) of existing employment opportunities, public schools, and other amenities that could include, but not be limited to library, hospital, food store, park, community center.	5
<i>SECTION 2 Total maximum points available</i>		<i>21</i>
SECTION 3: Project Readiness		
Planning, design, and construction process	Highest points: Site plan or use permit process identified and approved by County’s planning staff. Construction plan and documents (architectural, civil engineering, specifications) are permit-ready, and the construction budget is aligned with such plans.	3
Public participation process	Highest points: Civic association consulted; appropriate schedule for public participation process in place.	3
Feasibility	Highest points: Demonstrated a feasible plan through the documents/information provided within the loan application package and a reasonably to-be-accomplished milestone schedule.	5
<i>SECTION 3 Total maximum points available</i>		<i>11</i>

SECTION 4: Experience		
Design Team Experience	Highest Points: Design team with extensive (10+ years) experience in green design and construction.	3
General Contractor Capacity and Experience	Highest Points: Selected general contractor demonstrates exemplary track record in projects of similar size, scale, type, and complexity to the proposed project to have delivered similar projects on time, on budget, and to the highest quality standards, while maintaining compliance with applicable industry and environmental regulations.	3
Developer Experience	Highest Points: The applicant submitted documentation of experience as a developer of affordable housing, to include taking projects through a community process and obtaining approvals; receiving Low Income Housing Tax Credits; inclusion on the VH experienced developer list; closing on debt and equity financing; history of repayment and obtaining building permits.	5
Other Projects' Completion by Developer	Highest Points: Proven track record of completing affordable housing projects on budget and on schedule.	3
Property Management	<p>Highest Points: Selected management agent demonstrates successful track record in projects of similar size, scale, type, and complexity to the project proposed, including demonstrated ability to maintain ongoing compliance over the life of a project.</p> <p>Applicant has submitted documentation of proven property management experience, well-maintained, violation-free properties, compliance with occupancy requirements, and overall tenant satisfaction in properties managed by the proposed manager.</p>	3
Architect and/or Construction Manager	Highest Points: Selected architect and selected construction manager demonstrates a successful track record in project of similar size, scale, type, and complexity to the proposed project and has experience to ensure that proposed design is	3

	compliant with all applicable regulations, including environmental, accessibility standards, zoning, and historic preservation. Architect and/or Construction Manager have capacity/experience to provide project oversight to guarantee delivery on time, on budget, and to the highest quality standards.	
Experience Partnering with Service Providers	Highest Points: 1) Tier One: The applicant has provided a detailed plan for managing and delivering support services to special needs populations based on previous partnering with social service providers and of having provided excellent management and support services to special needs populations. 2) Tier Two: The applicant has provided a detailed plan for managing and delivering support services to special needs populations.	3
Fiscal and Organizational Health and Team Capacity	Highest Points: The applicant is fiscally and organizationally sound, as evidenced by the financial statements. The applicant has the financial and workload capacity to make the project a top priority, execute it as scheduled in terms of time and budget, and based on the information provided, it is reasonable to assume that the applicant will be able to develop and manage the project as proposed.	3
<i>SECTION 4 Total maximum points available</i>		26

SECTION 5: Budget and Leverage		
Sources of Funds	Highest Points: The project financing plan is sound, reasonable, and includes competitive sources. The applicant has submitted firm financial commitments for other sources of financing, shown the financing gap of the project, and demonstrated consistency with accepted underwriting standards. The project proposes to utilize public and private partnerships and utilizes state and federal housing programs to assist in fulfilling unmet housing needs and the financing gap.	5
Uses of Funds	Highest Points: The project budget is clear, accurate, thorough, and contains a realistic set of sources and uses; acquisition costs are at or below appraised value; construction costs are supported by contractor estimates and at or below local industry standard for projects of similar size, type and complexity located in the proposed location or proximity, and fees and soft costs are reasonable and at or below local industry standard. Applicant presents evidence of maximizing resources to minimize construction costs as possible and within compliance with industry standards.	5
Leverage and Subsidy	Highest Points: The applicant has submitted documentation of strong leverage. Minimum ratio of 1:5 (Fund's sources to other sources).	3
Developer Participation	Highest Points: Developer contribution (e.g., deferred developer fee, a sponsor loan, or a seller note up to 50% of the County loan request) equals at least 10% of the County loan request.	3
Income	Highest Points: Income projections are reasonable and consistent with rents for targeted households; vacancy rates and other income are reasonable and based on industry standards.	3
Operating Costs	Highest Points: Operating costs are consistent with those documented for other recent local similar developments.	3
<i>SECTION 5 Total maximum points available</i>		22

GENERAL CRITERIA MAXIMUM POINTS AVAILABLE	127
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Additional criteria and points apply if a rehabilitation project:

REHABILITATION CRITERIA

Type of Project	Highest points: Rehabilitation of housing projects with an existing and expiring affordability deed/covenant restriction.	5
Rehabilitation/Renovation projects	Highest Points: The project provides for adaptive re-use of existing unused, or underutilized structures or materials to provide affordable housing with the goal of upgrading the housing quality for affordable housing	5
REHAB MAXIMUM ADDITIONAL POINTS AVAILABLE		10

Loan applicant should submit with its loan application, any additional materials, not previously listed, that provide support of the applicant’s plan for any of the point scoring categories.