### TEXAS STATE AFFORDABLE HOUSING CORPORATION

#### BOARD MEETING

Texas State Affordable Housing Corporation 6701 Shirley Avenue Austin, Texas 78752

Tuesday, February 21, 2023 10:30 a.m.

#### BOARD MEMBERS:

WILLIAM H. DIETZ, JR., Chair (absent)
VALERIE V. CARDENAS, Vice Chair
COURTNEY JOHNSON-ROSE, Member (absent)
ANDY WILLIAMS, Member
LEMUEL WILLIAMS, Member

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### PROCEEDINGS 1 2 MS. CARDENAS: It is now 10:30 a.m., and I would like to call the Texas State Affordable Housing 3 4 Corporation Board meeting for February 21, 2023, to order. 5 Before we begin, I will call roll call, to 6 ensure we have a quorum. Bill Dietz is absent. Courtney 7 Johnson-Rose, absent. 8 Lem Williams. MR. L. WILLIAMS: Present. 9 10 MS. CARDENAS: Andy Williams. MR. A. WILLIAMS: Present. 11 12 MS. CARDENAS: And myself, Valerie Cardenas, 13 present. So, we do have a quorum. 14 If I could have everyone please stand for the 15 Pledge of Allegiance. 16 (Whereupon, the Pledge of Allegiance was 17 recited.) MS. CARDENAS: Now the Texas flag. 18 19 (Whereupon, a pledge to the Texas flag was recited.) 20 21 MS. CARDENAS: Okay. Before we continue on, do 22 I have any public comment at this time? 23 (No response.) 24 MS. CARDENAS: Okay. Seeing that there is 25 none, we will go ahead and begin with the President's

Report.

MR. LONG: Good morning, Madam Chair, Members.

Mr. Dietz does send his regrets. I will tell you the

story as to why he is not here, off the record. But he

does send his apologies for the last-minute change in his

availability and not being with you today.

The program and financial reports are found under Tab Items A through C in your Board book. If there are any questions regarding the reports, we will be happy to take those now. And if not, we will move on to some other items under the program areas.

The Loan Committee met last week. The Loan Committee reviewed and approved 180-day loan extension to Woman, Inc., on a \$500,000 existing loan that they had for Onalaska affordable housing home ownership program. The loan will provide the developer a little bit more time to sell the three homes that are currently being completed.

Cassandra Ramirez also presented preliminary information to the Committee regarding finishing a new development with Habitat for Humanity of Denton County. If we move forward with it, and they were able to put the project together, we would be working with assisting them for the infrastructure and housing construction costs of a 35-home subdivision in southeast Denton, which 100 percent of the housing would be available to families and

households at 80 percent and below of AMI.

As always, I like to thank Mr. Andy Williams for his participation in the Committee. I think it is really important that we have his participation and his input and guidance when we are having these discussions on various things that we bring to the Board.

Regarding the Single Family Program itself, the Corporation released, with the Board's consideration and approval, \$60 million under a 4 percent down payment assistance bond program on February 1st. I am both excited and sad to say that that is actually sold out in 14 days.

We actually over reserved by about \$6 million to give ourselves a little bit of flexibility, if we have any fallout. But at the end of the day, we can always turn it back on if we have to, if we have too much fallout. But the rate is 5.75 with 4 percent down payment assistance, and we really don't believe we are going to lose a lot, other than just traditional fallout.

But very, very well done. Again, I want to thank Sarah, Joniel, the team, and everybody that put together the effort to make that work. I know we had counsel involved in it, and a lot of our professionals were involved.

We don't do bond deals on a regular basis. But

when we do, we try to make sure that they are not only timely, but also very positive for the borrowers we are trying to serve. So, this certainly hit that mark.

We continue to have a lot of interest in our programs, even though we have seen a little bit of slowdown in the volume, due to rates and pricing in the market, for home pricing. We still continue to conduct trainings for both our realtors and our counselors.

I also think that the lender trainings are going well for the loan officers themselves, under the companies that we are signing up. And again, I am just amazed. We signed up eight new lenders since the last time we met. As a result, we have continued to train our lenders and realtors, not only through the trainings we offer personally, but also on our online trainings.

I would note that as a result of the bond program being available, we saw a significant increase, of about 30 percent of files that we saw on the current slow period that we are in. I got information from Delia stating that the grant and second lien programs have seen a 30 percent increase in demand, in terms of the volumes of files we are reviewing.

I think that is really quite an impressive increase, given that the market really hasn't changed much, except for the fact that we have offered that bond

program. So, you see there, our programs are still viable, and being sought after. I am very impressed with that and thank the staff for their support of those programs, and the lenders and realtors that call every day on those programs.

The Development Finance team. The Board approved these transactions in August and September '22 respectively.

Burnet Place Apartments closed on February 8th.

That was a \$3 million award for construction, financing,

and that will assist 60 units of housing for persons

living with HIV-AIDS.

And then Bluff View Apartments closed on January 24th. That was a \$35 million private activity bond project that the Board approved in September, as I mentioned. And that is going to provide 190 units of affordable housing for families.

And we really just wanted you to kind of get perspective of how long it takes for us to have the Board review, give an inducement, your approval, and then for the deal to close. And David and his team do a phenomenal job of making sure that we stay on top of that stuff. So nice to see those two deals close in a very positive and very much needed market for right now.

The marketing and homeownership departments

released several new videos on our website and social media explaining the benefits of our homeownership programs. I think the marketing on these programs has been viable for us to be able to stay relevant in the market, given the market -- as I have mentioned a couple of times in my presentation this morning -- continues to be a little difficult with the high cost of housing, as well as rates still being up, and the uncertainty of the economy.

So, I really appreciate the efforts of the marketing and homeownership team working together to keep those programs not only out there, but viable for all the participants that will use, including our lenders and realtors.

Under Fundraising, the Corporation recently submitted an application to the Texas Health and Human Services Department for \$1.125 million for additional support and funding the Homeownership Affordable Housing Partnership, HP. Through the HP, the Corporation provides developers with deferred forgivable loans to construct or rehabilitate units specifically for extremely low-income households, eligible for Medicare or long term services, and supports.

We hope that this will -- if we are able to get this funding, it will help us in financing and creation of

15 additional units. So again, a lot of cost, but really worth the effort to try and stretch the funding out.

Foundations Fund. As the Board approved, the Corporation released the Foundations Fund disaster recovery application on January 19th. We also sent out a reminder about the application after the winter storm in Texas, in early February. And we'll bring those applications to the Board as they are made available.

The Corporation is planning to release draft guidelines to the Texas Foundations Fund annual grants.

This is in addition to the Disaster Recovery Program. We expect to be able to do that in late February.

Staff is currently on today's agenda under Tab

Item 4 and will be asking the Board's approval to release
the draft guidelines for public comment.

The Texas Supportive Housing Institute, the Corporation's institute where we work with teams of developers that are looking to learn how to provide permanent supportive housing. The finale of that 2022 program is on Friday the 24th, this week.

To recognize the development teams that complete the Institute, and the generosity of our funders, the Institute was four months of intensive training and technical assistance program, focused on the building of capacity of the developers that are constructing the

permanent supportive housing.

As a reminder to the Board, the 2022 development teams were all from Austin. And they included Caritas, Family Eldercare, Austin Area Urban League, SAFE Alliance, Cady Lofts, and Integral Care.

I do want to just say special thanks to Michael and the team -- Michael Wilt and the team for making sure that this goes off well. This is one of the first times we had everybody in person. And I think it was very successful, and I am really looking forward to the potentials that we will see coming out of that, from the housing side.

Events and speaking engagements. Several of the staff participated in the Texas Habitat for Humanity Capitol Build on February 7th. They actually do it at the Capitol.

And the Corporation had several staff

members -- Katie and team went down there and swung

hammers. I think we had a lot of stiff arms and legs

later on in the day, but appreciate them doing that. We

have been able to do that before, and it is really quite a

neat event.

The house that they were working on will be a Habitat home that will be completed in Jefferson County at the end of its life. That is where it will end up. So,

we are really thankful for the staff that took the time to go over and do that.

On February 15th, Janie participated in a panel about the affordable housing challenges in Central Texas.

The panel was facilitated by Leadership Austin as part of their Essential Trainings program.

I did want to comment that Mr. Williams, Lemuel Williams, made that introduction to me, to the Executive Director over there, Jill Goodman. She is relatively new in the position.

When I had talked to her, she had been there about four weeks. And she is really looking to try and expand access to the trainings, the people that joined the Leadership Austin training teams, to various things that are really impacting the state of Texas, specifically in Central Texas and Austin.

So, I really wanted to thank Janie for stepping up and being a part of that. And again, Mr. Williams, thank you for your introduction. It worked out really well.

In addition to the panel, Katie worked on putting together a Q and A for them, that they asked us to provide additional information regarding just housing in general, and some other things regarding homelessness.

And so, thank you to Katie for putting together a pretty

detailed packet of information for them.

Under Tab Item 5 today, Michael is going to present to you a legislative update. As you know, the legislative session is underway. It started in January.

And Michael is going to start giving these monthly to you at the Board meetings. And, if we don't have a Board meeting, he can provide you a written -- he can send you an email on kind of the update on what is going on.

Speaking of not having Board meetings, right now, we do not have any agenda items that we would bring to the Board for March. We were thinking that as a result of that, rather than delaying March all the way to the time that we originally scheduled in April, we were wondering if the Board might consider meeting on April 11th. That is the second Tuesday, rather than the third Tuesday.

If it does or doesn't work, we will send it out to the Board members and see where that is. We have got plenty of time to decide on what that looks like, but we are thinking about just trying to move it up a week, so that we don't delay the time frame between Board meetings. But just a thought.

I know, Ms. Cardenas, you tend to have conflicts with that, which is why we moved. So, just

throwing it out there as a potential date. We don't actually have to meet on Tuesdays, if we change a week, we can do whatever. But we are looking at currently not having a March meeting.

With that, I am done with my comment, but I did want to introduce Routt Thornhill -- our General Counsel has brought an additional attorney with him today. And I wanted him to make an introduction of this new attorney that you guys will get to meet.

So, Routt, do you want to come on up?

MR. THORNHILL: Appreciate that, David. I

wanted the Board to have an opportunity to meet Sarah

Scott. She is of counsel with my firm, Coats Rose, and

she works extensively in the affordable housing group here
in Austin.

We have obviously offices in Austin, Houston,
Dallas, San Antonio, New Orleans, and Cincinnati, Ohio.
All of which have an affordable housing component or group within them.

And so, Sarah is going to be taking over Scott Marks' participation. He left the firm at the end of last -- I guess the middle of this month. And so, Sarah is stepping up to take over his responsibilities.

She has already been working with Dave

Danenfelzer and has some experience already meeting some

1	of the other folks during, you know, the normal affordable
2	housing world. Anyway, I'll give her a second to say a
3	few things.
4	MS. SCOTT: Hi. I am happy to be here. It is
5	nice to meet you all. I look forward to working with you.
6	We have already been working with Dave and
7	Cassandra. And it sounds like there is a lot coming up
8	for TSAHC this year. So, I am happy to be a part of it.
9	MS. CARDENAS: Welcome to the team.
10	MS. SCOTT: Thank you. Thank you. Do you have
11	any questions for me?
12	MS. CARDENAS: No. I don't have any.
13	MR. THORNHILL: She is mainly going to be
14	working on the joint venture projects that led Scott
15	and then back up for me. In case I can't make a Board
16	meeting, she is going to be available.
17	MS. SCOTT: Yes.
18	MS. CARDENAS: I am sure down the road, we
19	will.
20	MS. SCOTT: Yes. Hopefully, I will see you
21	guys in April or May.
22	MR. THORNHILL: Right. Thank you all.
23	MS. CARDENAS: Thank you. Did anyone have any
24	questions for David regarding his President's Reports?
25	(No response.)

1	MS. CARDENAS: No. Okay. Seeing that there is
2	none, we will go ahead and move into our action items,
3	starting out with Tab Item 1, which is the presentation,
4	discussion and possible approval of the minutes of the
5	Board meeting that was held on January 17, 2023. Hope
6	everyone has a moment to review the minutes.
7	And if so, if I may get a motion for approval.
8	
9	MR. L. WILLIAMS: Madam Vice Chair, this is
10	Lemuel Williams. I would like to make a motion to approve
11	the minutes.
12	MS. CARDENAS: Okay.
13	MR. A. WILLIAMS: Second.
14	MS. CARDENAS: Okay. I have a first and a
15	second.
16	Before we take a vote, do I have any public
17	comment at this time?
18	(No response.)
19	MS. CARDENAS: Okay. Seeing that there is
20	none, all in favor, say aye.
21	(A chorus of ayes.)
22	MS. CARDENAS: Any opposed?
23	(No response.)
24	MS. CARDENAS: Okay. The Tab Item 1 is
25	approved as presented. Okay.

# ON THE RECORD REPORTING (512) 450-0342

We will go on to Tab Item 2, which is the presentation, discussion and possible approval of a Resolution approving the purchase of land by the Corporation under the Affordable Communities of Texas Land Bank program in an amount not to exceed \$800,000 for acquisition costs, and \$50,000 in closing costs for the Mesquite Wood Subdivision Phase II project.

MS. RAMIREZ: Good morning, everyone. My name is Cassandra Ramirez. I am a Development Finance manager here at TSAHC.

As Valerie mentioned, this agenda item and resolution is related to the acquisition of a subdivision in Harlingen, Texas. Harlingen Community Development Corporation has identified this property and is seeking TSAHC's help with the acquisition, land banking, and phased redevelopment of the property that will include 22 brand new single family homes that will primarily serve households at 80 percent AMI or below.

To give you a little bit of information about the site, it is located near central Harlingen, near several amenities, and similar housing communities, including the Mesquite Wood Phase I, that is just south of Phase II, and is already just about fully built out. The subdivision will include 22 lots along a newly installed cul-de-sac street.

The lots are fully improved with utilities and street infrastructure, and they have been cleared and leveled, and ready for housing development. The City of Harlingen has provided a letter of support for this project, and is interested in partnering with TSAHC and HCDC, Harlingen Community Development Corporation, as a down payment assistance provider, pending their funding application that is going to be available in 2024.

TSAHC completed a similar project with Harlingen CDC in 2013, known as the Park Meadow Subdivision, which included 32 homes. And we are using the same model on this development, in which TSAHC will finance the phased construction of the housing.

And so, we have in our budget right now the ability to finance the construction costs for five homes.

And similar to what we did at Park Meadows, TSAHC would take the sales proceeds to reimburse our holding costs and our development costs.

It is a great site. I know David and Janie are going to visit it tomorrow when they are in town. And we are excited to work with Harlingen CDC.

We have a contract. And we are just pending due diligence in order to complete the sale, including your approval today. Reach out if you have any questions.

MR. L. WILLIAMS: Just a quick question, sorry.

A quick question. I just want to make sure with 1 construction costs, I mean, how did that look with, I guess, interest rates kind of stabilizing a little bit, 3 4 and just kind of home prices kind of sort of going down, 5 not really. 6 But just, wanting to understand -- just make 7 sure that construction costs, especially in this 8 particular region of Texas, how does that look, and how is 9 that going to impact just the build? 10 MS. RAMIREZ: Right. Well, we enter a fixed price contract with the developer, so we know our costs 11 12 They have given us preliminary ahead of time. construction costs. And I believe it was like 13 14 \$135,000 a build. 15 MR. L. WILLIAMS: Okay. 16 MS. RAMIREZ: The target prices for these homes are \$196,500. 17 MR. L. WILLIAMS: 18 Okay. 19 MS. RAMIREZ: But with the City's down payment 20 assistance, we will be able to complete the sales 21 affordably, and still yet make a modest return on the 22 investment for TSAHC. 23 MR. L. WILLIAMS: Okay. Okay. 24 MS. CARDENAS: So, 196,500 is including the 25 price of the land?

1	MS. RAMIREZ: Yes.
2	MS. CARDENAS: Okay. What size are the lots?
3	MS. RAMIREZ: That, I mean, they are a standard
4	size. It is enough to fit a 1,200 square foot home. We
5	are still waiting for the recorded plat to confirm the
6	measurements. But it is a typical single family
7	MS. CARDENAS: About 6,000 or 6,200 square
8	foot?
9	MS. RAMIREZ: Yes. I would say about there.
10	MS. CARDENAS: No, because I am coming up with
11	a value of about \$36,000?
12	MS. RAMIREZ: Uh-huh.
13	MS. CARDENAS: Right? Per lot, 36 and change.
14	And then, you know, as Lem was mentioning, right.
15	Because, you know, we are constantly monitoring the cost
16	of lots, and they are starting to go down. We just did an
17	analysis last week, right.
18	So, that is why I was asking for the cost per
19	square foot. You know, our organization has a CDC as
20	well, and we just picked up, you know, some lots in a
21	subdivision. And so, they gave those to us at cost.
22	And so, the size was about 6,250 square feet.
23	And you are looking at about \$28,000, right.
24	MS. RAMIREZ: Uh-huh.
25	MS. CARDENAS: Okay. It is just not as vibrant

# ON THE RECORD REPORTING (512) 450-0342

as your other markets like Brownsville, McAllen.

You know, best to Harlingen. I used to -there is any in the room. But you know, I just want to
make sure that we are -- you know, I know the developer or
the owner wants to sell at top dollar. But we also have
to consider with the cost of housing starting to come
down, we are starting to see a lot of sales concessions
from developers.

And we are talking about \$5,000 or \$10,000. So, they are not being able to move their homes. You are looking at an 1,100 square feet homes to 1,300 on the high end, right. And they are starting to hit at \$195,000 but with sales concessions.

So, you know, we are considering the DTOP [phonetic] program that they have, right, in Harlingen, which is up to about \$40,000, I believe. Then that should help, you know, with equity position.

But you know, I just want to make sure that we are also looking, you know, to see if maybe we can better improve that price. But I am sure you all --

MS. RAMIREZ: We did try. Well, the benefit here is that the lots are already fully improved.

MS. CARDENAS: Okay.

MS. RAMIREZ: And they are ready for the housing. Initially, the seller wanted \$45,000 a lot. And

you know, we were able to get them to come to this price. 1 2 And in our sales contract, they are covering all of the 3 closing costs. 4 MS. CARDENAS: Okay. 5 So, it is a good deal. MS. RAMIREZ: 6 Harlingen CDC is developing in that area. So, I think 7 with the economies of scale, once they get going, they 8 will be really able to be efficient. 9 MS. CARDENAS: And they have done a very good 10 Harlingen CDC has done a very good job of, you know, job. trying to continue improving the single family residences 11 or subdivisions. 12 13 MS. RAMIREZ: Yes. 14 MR. LONG: And I think we have a further 15 comfort in that we have worked with Harlingen CDC many 16 times over the past several years. 17 MS. CARDENAS: Yes. MR. LONG: And so, it is an opportunity for us 18 19 to continue that partnership, knowing what quality work 20 they do. And also, the seller was able to 21 MS. RAMIREZ: 22 work with TSAHC's process of -- you know, it is not like 23 we can just buy it right away. They are able to hold it 24 for us, and work through our process to get the financing

25

and approvals we need.

1	MS. CARDENAS: Okay. Are there any additional
2	questions regarding Tab Item 2?
3	(No response.)
4	MS. CARDENAS: Okay. If there are none, if I
5	could have a motion for approval for Tab Item 2 as
6	presented?
7	MR. A. WILLIAMS: This is Andy. I motion to
8	approve as stated.
9	MR. L. WILLIAMS: Madam Vice Chair. This is
10	Lem. I will second that.
11	MS. CARDENAS: Okay. I have a first and a
12	second.
13	Do I have any public comment regarding this
14	item?
15	(No response.)
16	MS. CARDENAS: Seeing that there is none, all
17	those in favor, signify by saying aye.
18	(A chorus of ayes.)
19	MS. CARDENAS: Any opposed?
20	(No response.)
21	MS. CARDENAS: Okay. Tab Item 2 is approved as
22	presented.
23	MS. RAMIREZ: Thank you all.
24	MS. CARDENAS: She was confident. She got
25	ahead of herself.

# ON THE RECORD REPORTING (512) 450-0342

MR. LONG: You did a good presentation.

MS. CARDENAS: Okay. We'll now move on to Tab

Item 3, which is the presentation, discussion and possible

approval of the publication of modifications to the

Affordable Communities of Texas program, known as ACT,

policies.

MR. DANENFELZER: Good morning. David

Danenfelzer, Senior Director of Development and Finance.

It has been a few years since we actually updated our ACT policies, which is our land banking program.

And there is a couple of small changes that have come to light, that we wanted to make sure we cleaned up and provided you guys an opportunity to look at the whole policy, but also make sure that staff is fulfilling what we think the Board wants us to be doing on a regular basis.

The two changes that are significant this time around are one -- the first one is Section 8 in our approval process. That previous item that you just voted on, we have taken what we did -- traditionally have done for these types of transactions.

But we also know in looking at our policies, we didn't have like a fixed dollar amount, or a fixed sort of process of bringing specific developments to the Board.

And so, we have amended Section 8 in order to clarify that

properties costing \$500,000 or more will definitely require Board approval, but we do have the liberty to have the Executive team approve lower cost properties.

We often get offers of acquiring small land bank lots here and there throughout the state, sometimes single family homes that we often just process as part of our traditional land banking program. And this language now clarifies how that process works, what staff needs to do, Executive, and then if we need to involve the Board or not.

The second part that is changing is labeled as a security interest. But TSAHC has for many years provided second lien DPA through our land banking program, as a way to incentivize, and to also ensure we reduce the risk of flipping in our portfolio.

Under the Board's permission and resolutions when we created the ACT Vet program, back in 2012, we were allowed to provide a second lien DPA to capture that equity in order to prevent flipping on those properties, for a specialized group of veterans with disabilities. We have continued that process, but never really had a clear definition or a process within our policies, although our statute does allow for this, and we do have this in other policies throughout the program.

So, we are just adding it here to the land bank

policies, in order to kind of clarify and make sure that as the program continues, staff can be secure. And that the Board also knows, yes, we have approved these officially in writing.

So, these are really the only two major changes that are happening. I believe there might be one or two small grammatical errors that were noted there, but these will be posted, if approved today, for public comment.

And we'll return, most likely in April, for Board approval of the final policy, in case there is any public comment.

MS. CARDENAS: Does anyone have any questions?

MR. L. WILLIAMS: I do. David, I want to back
to the first point, where the new language clarifies that
properties costing more than half a million are presented
to the Board. Under that, you and the Executive team can
have authority for approval --

MR. DANENFELZER: Yes.

MR. L. WILLIAMS: And just kind of bear with me on asking this question. I am trying to get my words correct. Would there be a moment in time where you would need to approve something within a given time frame that you couldn't bring it to the Board?

MR. DANENFELZER: I can't say it is not possible or probable we would ever have that. But one of

the things we are very careful about is making sure.

Like, for example, in the last -- in the project you just approved. We have always been able to sign a contract, but make that contract contingent upon Board approval.

And that would be our process moving forward. In order to make sure that not only do we have your permission to purchase that property, if it is over a half million dollars. But also, that the Corporation has time to do its due diligence, get appraisals, environmental reviews and other things.

We want to make sure, before we go buying a whole bunch of land, or a larger property, and make sure that we have that time. So, it is unlikely that we are ever going to sign a contract that would be on such a short trigger that we would not have time to come to you.

And frankly, I don't know if I would feel comfortable signing anything like that, or having David sign anything like that because we need to make sure our due diligence is sound.

MR. LONG: And the guidelines basically require us, over \$500,000 has to come to you. So, it would be a very -- it would be something we would be breaking all the rules, if we are not -- had something that costs more than \$500,000 and put it on such a short fuse within that time to get it together.

MR. L. WILLIAMS: I mean, I was just asking a question where, if -- even if there was a moderate -- I guess this kind of goes to that second point.

But, even if there was a modification. Let's just say, I mean, if you had to -- I can't speak for the rest of the Board members. But I mean, you know, I would be good with that.

But I guess, the second part would be, how many projects -- and I am trying to recall, to date, that would need to be approved over \$500,000, that you have done so far? Because I am just thinking to myself, would you even feel comfortable at raising that threshold? Instead of a half million, maybe \$600,000, \$700,000 to give you a buffer.

So that, let's just say, we wouldn't have two or three projects coming to us at a time. I am just trying to think of where --

MR. DANENFELZER: Yes.

MR. L. WILLIAMS: Because I mean, ultimately, when I read this, I kind of read it two-fold, where there is -- you are almost kind of pigeonholing yourself. But also not. And we want to ensure that you and the Executive team have flexibility that you need to make decisions, instead of bringing us, to the Board, enough projects where we just approve.

So, I am just thinking, okay. If ultimately, you are saying, we are coming across projects that are more than half a million, then you can approve that, if there is an amendment. If not, I mean, it is just -- like I said, I am just trying to think here.

MR. DANENFELZER: Yes. I mean, you know, it is always one of those things. You always want more authority to do things than you need.

But I do want to point out -- and Mr. Long can correct me if this is wrong -- but we do have policies also within the Corporation for the financial management. And I know that half a million is sort of a target that the Board has already approved for financial management of the Corporation, approvals of the President to approve things without coming to the Board.

And so, that has always been a benchmark that we have kind of standardized. We also use that in the loan programs. And so that is why it feels comfortable for us. I think, if the Board wants to entertain raising that benchmark, it would probably be best to raise it across the board for all programs at the same time. And I think that is something that, certainly, the Executive team and the Board can discuss and deal with.

But right now, I feel comfortable. Because, looking at examples, as you noted, of previous

transactions, a couple of years ago, we brought to you a project in Irving; a little over half a million dollars. But we did bring it to you.

And that was very good timeline for us to be able to purchase those lots. There is now twelve townhomes that are affordable being built, and have mostly been completed there.

And I think similar size projects right now are pretty feasible. But, certainly, as the value of land and property continues to go up in Texas, we may want to look at revisiting that number, and raising it up at some point. Yes.

MS. CARDENAS: And I think along, you know, what you said, from just kind of putting my banking hat on, right -- from a banking perspective, 500, half a mil, has always been, you know, kind of the threshold, or a safety and soundness level, for it to go to a board of directors committee, you know, even within several of the banks that I have worked for, right.

MR. DANENFELZER: Right.

MS. CARDENAS: You know, versus allowing that authority to be able to go to a subcommittee, or you know, even individual lending authority, right. And so of course, you know, we are under a whole different set of rules, right, with examiners.

1	But that has always been the comfort level.
2	Anything at that level must go, you know, to the Board.
3	So, you know, I agree with you. Now again, as prices go
4	up, I also agree that maybe it is something that we need
5	to look at. But I am sure we will cross that bridge when
6	we get to it.
7	MR. A. WILLIAMS: Yes.
8	MR. L. WILLIAMS: Yes.
9	MS. CARDENAS: Okay. Any other questions or
10	comments regarding Tab Item 3?
11	(No response.)
12	MS. CARDENAS: Okay. If there is none, I would
13	like to entertain a motion for approval.
14	MR. A. WILLIAMS: Motion to approve tab item
15	3
16	(Simultaneous discussion.)
17	MR. L. WILLIAMS: Madam Vice Chair, this is
18	Lem. I will second that.
19	MS. CARDENAS: Okay. I have got a first and a
20	second.
21	Do we have any public comment on this item at
22	this time?
23	(No response.)
24	MS. CARDENAS: Okay. Seeing that there is
25	none, all those in favor, signify by saying aye.

# ON THE RECORD REPORTING (512) 450-0342

(A chorus of ayes.) 1 2 MS. CARDENAS: Any opposed? 3 (No response.) 4 MS. CARDENAS: Okay. Tab Item 3 is approved as 5 presented. 6 MR. DANENFELZER: Thank you. 7 MS. CARDENAS: Okay. Now moving on to Tab Item 8 4, which is the presentation, discussion and possible 9 approval to publish for public comment the Texas Foundations Fund draft 2023 guidelines. 10 11 MR. WILT: Good morning, Chairwoman. 12 Michael Wilt, Senior Manager of External Relations, presenting Tab Item 4, asking you to approve publishing 13 14 the 2023 Texas Foundations Fund draft quidelines for 15 public comment. 16 With your approval, the public comment period 17 will begin tomorrow, February 22nd, and close on Friday, March 24th. We'll review any public comment we receive 18 19 and bring the final guidelines back for final approval in 20 April. 21 The draft guidelines in front of you remain 22 largely unchanged from last year. We did add one line at 23 the very beginning, in that first paragraph, that allows 24 us to put a cap on the total number of grantees approved.

We had 54 grantees in this past cycle, which 1 2 was way more that we have ever approved. And we want to 3 make sure the grants we make have a meaningful impact. 4 If we start to get in that 70 or 80 range, then 5 it dilutes the contribution we can make to each 6 organization. It would probably be -- the lowest amount 7 would probably be less than \$10,000. And then, you are 8 talking, maybe we can repair two homes with that. 9 So, we are really trying to maximize the impact 10 of the grant amounts for each of the respective 11 organizations. That said, we don't intend to put a cap on 12 the total number of grantees, but we just wanted to make 13 sure that we have something that speaks to our flexibility 14 to do so. 15 Happy to answer any questions you may have. 16 MS. CARDENAS: This may be a dumb question, but 17 how do we get more money into this Foundation so that we can get -- you know, give a higher grant allowance, right, 18 19 to applicants that are applying. 20 MR. LONG: The Board allocates additional 21 resources with the funding at the annual budget. 22 MS. CARDENAS: Because -- I mean, you are 23 talking about -- this is the one we had to increase a 24 while back?

MR. WILT: That is correct.

MS. CARDENAS: Okay. So today, based on the 1 2 number of recipients or applications, what was the average 3 amount received? MR. WILT: Probably in the \$20,000 range, on 4 5 average. 6 MS. CARDENAS: I mean, and I am just thinking 7 again. With the cost of materials and labor going up. 8 And that is a whole other topic, right. 9 subcontractors are now demanding their prices, because 10 there is a shortage. 11 So, you know, I just want to make sure that 12 \$20,000, depending on their needs, is going to be enough. So, I mean, maybe that -- I am sure that will come during 13 14 the budgetary period, but --15 MR. WILT: It averaged \$23,000 per recipient. Keep in mind last year, we were able to roll over \$250,000 16 17 from basically money that we were just sitting on for 20 years, or less than that. 18 19 Some of our -- we might have disaster money that rolls over into the next round. Because we launched 20 21 that program in January, so there has got to be a disaster 22 between now and the summer -- and there was one two weeks 23 ago in Austin, and other parts of Texas. But nobody has 24 applied for funding.

So, we might have some of that money to roll

Then it is whatever you all decide on what you want 1 over. to commit. 3 MS. CARDENAS: But you said that there was an 4 increase in applicants this year? 5 MR. WILT: Yes. A significant one. 6 MR. L. WILLIAMS: You said 54? 7 MR. WILT: Fifty-four approved. No, 55 8 applied, 54 approved. 9 MR. L. WILLIAMS: So, I guess, what was the 10 total? So, the total. 11 MR. LONG: Fifty-five. 12 MR. L. WILLIAMS: Fifty-five. 13 MR. LONG: Again, the Board, last year, the 14 Board, one of the things we discussed was the opportunity 15 to make it competitive again, or just offer all. 16 Board elected to increase the amount of funding -- as 17 Michael said, roll over some funding that had been sitting since the original. Kind of as a capital investment just 18 19 sitting there. 20 We rolled that out. So that is gone. think the idea is -- Michael hit the nail on the head. We 21 22 want to make it relevant to the participants that apply, 23 both in the time spent to get the money, as well as the 24 amount of money that we can give them each, that makes it

worth their while to go out and how many households they

will be able to serve.

So, we run into the Catch-22 of how much can we afford to put into the program, and still afford to be able to fund all of the applicants, since it is not competitive, at a level that will meet that arbitrary threshold of how much is that. Michael just mentioned \$23,000.

You know, when we first started this perspective, we did \$250,000 available. And we made five \$50,000 awards. That was how it started in 2008.

So, we have come a long, long way. Don't get me wrong. But if you end up with 70 applications, and you are trying to fund 70 applications, I am a big proponent -- and Michael can confirm this.

I don't think we need to be funding 70 applications and give them each \$7,500. I think that is a waste of their resources, and the management of that is astronomical on TSAHC's internal resources.

So, I would rather us have some kind of a threshold where we have the ability as it is written in here now, where we, at TSAHC's discretion, can limit the number of applicants, so we don't overwhelm the staff in terms of what we are trying to manage. But at the same time, if the Board wants to increase that, based on the budget itself, that we show we have resources available.

And you want to decide to put it into the Foundations Fund 1 versus some other program that we may be looking for 3 additional funding on, that would certainly be at the Board's discretion, Madam Chair. 4 5 MS. CARDENAS: I guess I am just thinking like, 6 54 for the entire State of Texas is still not a lot. 7 MR. LONG: It is not a lot. But I mean, it is 8 a piece that we offer. I mean, it --9 MS. CARDENAS: No. And I am glad that we offer 10 I just want us to offer more, right. For TSAHC to do it. more and make a bigger impact. 11 12 Do we know, more or less, what the average cost 13 of repair -- are they able to repair with the \$23,000? Or 14 they are having to seek additional funding, wherever they 15 get it from --16 MR. WILT: Yes. On the repair side, I mean, on 17 average it probably is about \$5,000 per house. We cap it at \$10,000 per house. 18 19 But you know, if a house needs significant 20 repairs, then it can go well beyond \$10,000. And they will just match our contribution. 21 22 On the services side, it really depends on the 23 size of the organization. I mean, we have some 24 organizations that serve 1,100 residents. And you divide

up \$20,000 over 1,100, and, you know, it is a few dollars

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per resident.

But like, we also have supportive housing communities that are just 30 residents. And so, a \$20,000 average grant to that is significant.

MR. L. WILLIAMS: I see where you are going.

MS. CARDENAS: Yes. I want us to help more and not also end up capping on that as well. It is TSAHC.

You know, this organization, they are only allowed -- you know.

I mean, I kind of always think of it from every angle, right.

MR. A. WILLIAMS: Well, it is important to note that TDHCA has a program, a minor/major repair, that is statewide. And a lot of that goes unused, because they don't have the contractors. So, we are not the only funding mechanism. We are just a part of it, right.

And so, I think when you look at some of the organizations, the capacity that we are funding is within our guidelines. But there is a lot of money that goes unused at the state. And a lot of it is also local.

So, the cities have this funding, and a lot of it goes unused. So, we are not like trying to solve the state's problem with our funding mechanism. We are just a part of it.

MR. WILT: To your point, Chairwoman, when it

comes to the number of organizations we are serving, I 1 don't know how we would identify other potential 3 organizations that do these types of programs, and that 4 would be eligible for this funding. I think we have 5 identified -- we have gone through great lengths to 6 identify every potential partner that could be a part of 7 this program. 8 So, I don't know what that universe is of 9 people that we have yet to identify. It could be a handful of organizations. It could be another 20 or 25. 10 But I feel pretty confident in the outreach efforts we 11 have done. 12 13 MS. CARDENAS: Okay. 14 MR. LONG: The other thing I might add is that 15 this is for releasing it. Your approval allows us to release it for public comment, as Michael said. 16 17 So, as a result, we may get feedback on demand. We may get feedback on some of the dollar volumes. 18 19 don't know what we will get back. But there might be some 20 further clarification in that public comment. 21 MS. CARDENAS: Okay. Okay. Are there any 22 other questions for Michael? 23 (No response.) 24 MS. CARDENAS: Okay. If there are none, if I 25 can have a --

1	MR. LONG: Motion?
2	MS. CARDENAS: No. I always it is because I
3	wanted, I was like, wait a minute, I'm on Tab Item 4.
4	If I can have a motion for approval for Tab
5	Item 4, to publish for public comment the Texas
6	Foundations Fund draft 2023 guidelines.
7	MR. L. WILLIAMS: Madam Vice Chair, this is
8	Lemuel Williams. I would like to make a motion to approve
9	the Texas Foundations Fund draft 2023 guidelines.
10	MR. A. WILLIAMS: I will second.
11	MS. CARDENAS: Okay. I have a first and a
12	second.
13	Do I have any public comment regarding this
14	item?
15	(No response.)
16	MS. CARDENAS: Okay. Seeing there is none, all
17	those signify by saying aye.
18	(A chorus of ayes.)
19	MS. CARDENAS: Any opposed?
20	(No response.)
21	MS. CARDENAS: Tab Item 4 is approved as
22	presented. Thank you.
23	MR. WILT: Thank you.
24	MS. CARDENAS: Okay. We will now move on to
25	Tab Item 5, which is the presentation, discussion and

## ON THE RECORD REPORTING (512) 450-0342

possible approval of the Texas State Affordable Housing Corporation's 2023 Annual Action Plan.

MR. WILT: Thank you, Chairwoman. I am Michael Wilt. I have the same job I did five minutes ago. I am here to present our 2023 Annual Action Plan for possible approval.

In December, you approved our draft plan for publication. You allowed us to make it available for public comment. As part of that public comment period, we had a joint public hearing with the Texas Department of Housing and Community Affairs on the State Low Income Housing Plan, and our Annual Action Plan.

We didn't receive any public comment during that hearing. Nor did we receive any comment during the public comment period.

The only change we made between December and now was to update the homeownership activity numbers on page 7 and the Affordable Communities of Texas data on page 12. Those updates were needed to reflect our activities through the end of the year, as the draft plan only has activity through the end of October.

As a reminder, we prepared this plan in accordance with Government Code Section 2306.566.

According to a part of that section, our Annual Action Plan must be included each year in the State Low Income

1	Housing Plan, prepared by TDHCA. And then that plan is
2	sent to the Governor, Lieutenant Governor, and Speaker of
3	the House. And that happens in early March.
4	With that, I will take any questions.
5	MS. CARDENAS: Any questions for Michael?
6	MR. A. WILLIAMS: Let's go.
7	MS. CARDENAS: Okay. If I can have a motion
8	for approval for Tab Item 5, which is the Affordable
9	Housing Corporation's 2023 Annual Action Plan.
10	MR. A. WILLIAMS: This is Andy. I motion to
11	approve Tab Item 5 as stated.
12	MR. L. WILLIAMS: Madam Vice Chair, this is
13	Lem. I will second that.
14	MS. CARDENAS: Okay. I have got a first and a
15	second.
16	Do I have any public comment regarding this
17	item?
18	(No response.)
19	MS. CARDENAS: Seeing that there is none, all
20	of those in favor, signify by saying aye.
21	(A chorus of ayes.)
22	MS. CARDENAS: Any opposed?
23	(No response.)
24	MS. CARDENAS: Okay. Tab Item 5 is approved as
25	presented.

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MR. WILT: Thank you.

MS. CARDENAS: Now, we'll move on to Tab Item 6, which is an 88th Texas Legislative Session update.

MR. WILT: Thank you, Chairwoman. Michael Wilt once again. I think we are going to be -- this is the first of the monthly Legislative updates we will provide. I think we will do one monthly until the session concludes in May.

This is the 88th Legislative Session. It started in early January. Members have been filing bills since November.

They will up until the bill filing deadline of March 10th, which is two weeks from Friday. That is the most important deadline to know right now. And it is one of the most important deadlines of the session.

Committee assignments came out for the Senate in late January, and in the House earlier this month. The makeup of the committees is included in your Board backup. Chairman Betancourt from Houston remains the Chair of Senate Local Government, and Representative Lozano from Portland is the Chair of House Urban Affairs.

Those are the two committees that cover all the housing legislation. So, 95 percent of the bills we are tracking are going to go through those committees. There have been bills that have been referred to committees.

But there haven't been any committee hearings so far for those two committees.

Every session, David and I make the rounds to visit with staff that cover those respective committees, as well as staff in leadership offices. We are beginning those meetings Monday. And we will do most of them that day, and into Tuesday of next week.

Also, every session I attend housing working group meetings. These meetings are every other Friday in the morning. And it is a collection of organizations following or working on housing legislation. The meetings are also open to legislative staff, and they routinely attend them.

It is just a great way for housing organizations to check in on bills and issues that everybody is following and to just get on the same page. It is not an opportunity for advocacy. It is just meant for the sharing of information and updates.

Speaking of bills, we have an internal billtrack, that I update regularly. And we provided that billtrack to you in the past. It is probably something we will do once again, when session is in high gear.

There have been two bills filed which directly implicate us. HB 1168 by Representative Cole out of Austin, which would require us to set up a rental housing

voucher program for EMS workers in Travis County. This bill should have a Senate companion filed by Senator Zaffirini out of Laredo.

And HB 1248 by Representative Guillen would expand our Homes for Texas Heroes program to include social workers. This is a re-file of a bill from last session that made a lot of progress. I anticipate it is going to move again.

And then, HB 1766 by Representative Darby also impacts us, because it would make some changes to the private activity bond program. It is being called the Bond Efficiency Bill. So, if you hear that language, that is the bill that is being referred to.

If you have specific questions about this bill, I would have to call up Dave. He is better at articulating it than me.

MS. CARDENAS: So, the Homes for Texas Heroes, any time there is going to be, I guess, a description of who qualifies for it, that has to go in for approval?

MR. WILT: An expansion? Yes. That is one of our two legislatively prescribed programs. So, any modifications to it have to be done legislatively.

And in terms of eligibility, that is something we have already looked into, for who would qualify as a social worker.

MS. CARDENAS: Okay. Good. Thank you for the 1 2 updates. 3 Anyone have any questions? 4 MR. L. WILLIAMS: Thank you again, Michael. 5 have two questions, I quess. How do you feel about the 6 current bills this legislative session? 7 MR. WILT: How do I feel? 8 MR. L. WILLIAMS: How do you feel? 9 MR. WILT: I feel pretty good. It is 10 manageable. It is very manageable so far. 11 To be really candid, there is one big issue 12 that is taking up a lot of the oxygen in the room on the housing side, and that is public facilities corporations. 13 14 There was a bill that made it close to the finish line 15 last session from Chairman Bettencourt, and he has filed the shell bill. 16 17 So, we will figure out the meat and the substance in that bill, once we start getting committee 18 19 hearings. And once he starts to signal his intent for 20 what is to be included in that. 21 But you know, every session, there seems to be 22 one or two big housing priorities that take up all the 23 oxygen. And it happens to be this one, PFCs. We are on 24 the sidelines on the issue, and it is an issue that has

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split the housing world.

And there are advocates on both sides that understand the benefits and the drawbacks of that program. So, it will be a fun conversation to watch unfold.

MR. L. WILLIAMS: I guess you -- in the second part, you mentioned how there was advocates on both sides. I guess, are you seeing there is more support now for housing and affordability, because of just the nature of what is going on today? Or are you kind of seeing there is more support on the Senate side, the House side? I guess that too, is kind of open-ended.

MR. WILT: I look at it more regionally.

Because at the end of the day, housing is a hyperlocal issue. And once it starts to have an impact on communities that weren't as affected in the past as they are now, then you start to get more allies and more people interested in housing as a topic.

So, ten years ago, you know, it was people in Austin talking about housing and the cost of housing, and maybe some parts of Dallas and Houston. But now it is everywhere. It is Midland. It is Panhandle. It is El Paso. It is the Valley.

And I mean, it is unfortunate that it takes a crisis to get more people involved in an issue that you are working on. But you know, it is great to have more people around the table, trying to hammer out some issues.

1	And it is, you know, again, it is hyperlocal. And it is
2	hyper regional.
3	MR. L. WILLIAMS: Thank you.
4	MS. CARDENAS: Any additional questions?
5	(No response.)
6	MS. CARDENAS: Thank you for that update.
7	MR. WILT: Sure. Thanks.
8	MS. CARDENAS: I don't believe that we have a
9	need to go into closed meeting, and there is no other
10	action items at this time.
11	So, it is now 11:23 a.m., and I will adjourn
12	the Texas State Affordable Housing Corporation meeting.
13	(Whereupon, at 11:23 a.m., the meeting was
14	concluded.)

CERTIFICATE

MEETING OF: TSAHC Board

LOCATION: Austin, Texas

DATE: February 21, 2023

I do hereby certify that the foregoing pages, numbers 1 through 4949, inclusive, are the true, accurate, and complete transcript prepared from the verbal recording made by electronic recording by Elizabeth Stoddard before the Texas State Affordable Housing Corporation.

DATE: February 27, 2023

(Transcriber)

On the Record Reporting 7703 N. Lamar Blvd., #515 Austin, Texas 78752