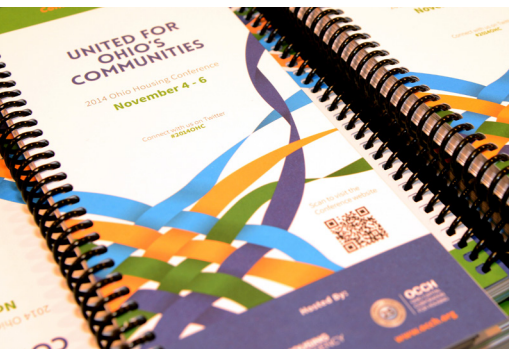




OHIO HOUSING  
FINANCE AGENCY

# 2015 YEAR IN REVIEW



## ***A Message to the Board on the State of the Agency***

Staff made significant strides in advancing the mission and business of the Ohio Housing Finance Agency (OHFA) in Fiscal Year (FY) 2015. Particular progress was made in rebuilding the First-Time Homebuyer program. While not meeting the annual target, reservation volume did increase consistently over the last 10 months of the FY. This increase was due, in part, to streamlined processes and forms, enhanced lender and real estate agent relationships and the introduction of new mortgage products. The final round of applications was accepted for Save the Dream Ohio (SDO) in August, bringing the total number of assisted homeowners to 24,521. While SDO is winding down, the Neighborhood Initiative Program (NIP) increased the number of demolished and greened properties statewide to 910.

Staff also focused on increasing rental unit production by developing new multifamily financing opportunities. Because of this work, OHFA exceeded the FY 2015 target for units funded by more than 70 percent. This increase was achieved even as the OHFA team undertook extensive outreach efforts to inform development of OHFA's first two-year Qualified Allocation Plan (QAP) and to implement a new Multifamily Lending Program. OHFA continued to ensure that its project portfolio maintained safe, quality rental housing by inspecting 319 properties that include more than 22,000 units.

Performance from a programmatic perspective is dependent on the critical work that takes place in the support offices. These offices helped OHFA prepare for and receive an unmodified opinion and no findings on the annual audit, brought the hedging of the market rate program in-house and launched key aspects of the multifamily software platform. The Office of Affordable Housing Research and Strategic Planning completed the FY 2016 Annual Plan and Housing Needs Assessment and co-hosted a new conference focused on housing policy, while the Office of Communications and Marketing led OHFA's efforts for another successful Ohio Housing Conference. Finally, the Office of Human Resources helped everyone to maintain a strong commitment to the workplace culture.

This team approach to mission and business, with program offices and support office working together in tandem, is what makes OHFA a special place, with a special mission and special people. I am blessed to work with an outstanding staff that is passionate about Opening the Doors to An Affordable Place to Call Home. In turn, we are fortunate to partner with professional housing organizations across our great state that are likewise committed to the provision of quality, safe, affordable housing for those who need help the most.

Most certainly, we have our challenges. Among them are housing needs that far exceed the resources available, decreases in gap resources, an uncertain bond market, the impacts of generational trends on housing markets, a changing regulatory and political environment and an aging rental portfolio. Perhaps chief among them, however, is OHFA's increasing inability to attract and retain great employees who have the ability to manage complex housing finance issues.

Nonetheless, I am convinced that OHFA will continue to drive its mission and make a difference in the lives of Ohio families by addressing a basic human need – housing. In FY 2016, staff will engage in the following ways:

- Improve the Agency's bottom line by increasing profitable mortgage volume, exploring creative ways to fund this volume and upgrading the structure of the existing bond portfolio;
- Implement the 2016-17 QAP;
- Fulfill all monitoring obligations and help rental projects succeed;
- Evaluate housing needs and impact, particularly with respect to special needs populations, single family lease purchase and older Ohioans;
- Manage the new 811 PRA and second mortgage funding initiatives;
- Continue the implementation of demolition activities through NIP;
- Achieve another clean financial audit;
- Maintain and strengthen OHFA's workplace culture; and
- Design and implement a compensation plan.

On behalf of the OHFA team, our thanks to the Board for your continued commitment to the work and mission of the Agency. We appreciate your willingness to take time out of your busy schedules and provide professional insights and direction so that, together, we can help the most vulnerable. The following pages underscore the impact of our collective efforts during the past year and is organized within the four strategic priorities in the 2015 Annual Plan and presented by each Office as well.

Respectfully Submitted,



Douglas A. Garver  
Executive Director

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## Summary of Accomplishments

The 2015 Year in Review highlights the achievements that contributed to the Agency's accumulating success to meet critical needs and serve the community. As is always the case, the foundation of this attainment is the hard work of OHFA's dedicated employees.

### FY 15 Strategic Priorities

#### Sustain and Advance OHFA Through Its Core Programs

- Originated 1,885 mortgages, which were purchased for \$186 million. This is below the production of FY14 (2,550 units/ \$248 million) and the goal of 3,200 units. There is strong reason to think that this decline will be reversed in FY 2016, however, given recent trends in reservation activity.
- Reserved \$223 million for future mortgages, up 20 percent from FY 2014 (\$187 million), despite having sharply lower reservation activity in July and August 2014 than in the year prior. Starting in October, the Agency began exceeding the prior year's monthly reservation volume; June 2015 activity was more than double that of June 2014. These figures represent "gross" reservations, however, as there is fallout of approximately 15 percent due to cancellations.
- Helped 4,205 homeowners avoid foreclosure by providing financial assistance through SDO, bringing the cumulative total to 24,521 assisted.
- Provided 1,628 homeowners with housing counseling assistance under the National Foreclosure Mitigation Counseling (NFMC) program grant administered by OHFA.
- Completed six funding rounds successfully: 2014 Capital Improvement Program, 2014 Housing Development Gap Financing Program, 2014 Multifamily Bond Gap Financing, Capital Funding to End Homelessness, and 2015 Housing Tax Credit Program. The office far surpassed the unit count goal of 3,500 units by funding 6,023 units.
- Completed all required reviews to ensure the portfolio was in compliance with all Housing Tax Credit, HOME and other requirements. Program Compliance Analysts monitored 319 projects composed of 4,208 buildings and 22,663 units.

#### Demonstrate Impactful and Measurable Results

- Planned LeanOhio events for FY 2016 that will develop streamlined processes for collecting and managing data. The results of those events will be used to identify a solution for integrating information across OHFA and enhance OHFA's program evaluation and reporting as well as communicate those results to key stakeholders.
- Continued an analysis of OHFA's single family lease purchase portfolio, examining the performance of projects funded in the 1990s and characteristics of tenants in those homes.
- Continued implementation of DevCo, the online multifamily property management system. Annual compliance reports were submitted entirely electronically for the first time.

#### Concentrate Efforts on the Highest Priority Housing Needs

- Conducted the annual Housing Needs Assessment as part of OHFA's strategic planning process, identifying regions and populations with exceptional need for affordable housing.
- Funded 1,958 rental units for older Ohioans and 1,123 rental units for persons who previously experienced homelessness and others requiring supportive services.
- Continued focus on preservation, visitability and green building standards.

#### Act as an Entrepreneur in Advancing OHFA's Mission

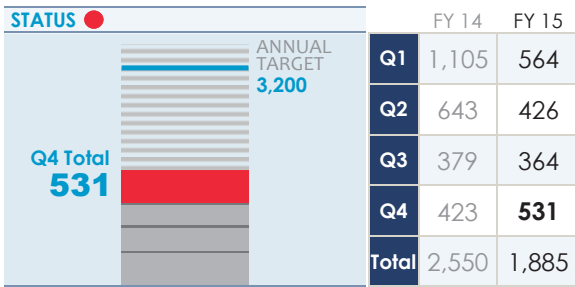
- Developed the new Multifamily Lending Program and began implementation of the Ohio 811 Project Rental Assistance Program. These efforts gave OHFA the opportunity to create a template for future program review and implementation based on the experience of creating and launching these initiatives.
- Ramped up activity in NIP, particularly during the latter half of FY 2015. OHFA disbursed nearly \$10.7 million, funding the demolition of 910 vacant and blighted units.
- Reached over 1,000 Realtors during FY15 through certified training classes, surpassing the goal of 700. An online class for lenders and a Civil Rights Continuing Education (CE) course for Realtors were also added during the year.

**Strengthen OHFA's Workforce Culture**

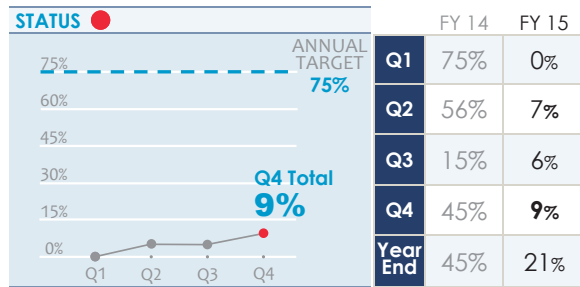
- Focused on optimizing employee work performance by obtaining and reviewing evaluations for 100 percent of Agency administrative staff and bargaining unit employees. Supervisors were required to evaluate employees based on goals aligned with OHFA's Annual Plan and competencies that contribute to job success. OHFA transitioned the evaluations due for bargaining unit employees from a system based on their hire date to an annual cycle.
- Strengthened recognition of employees for achievements through the new Kudos program, which promotes peer-to-peer recognition via the OHFA intranet. Any OHFA employee can give Kudos to fellow employees to acknowledge a job well done.

## Performance Dashboard for FY 2015

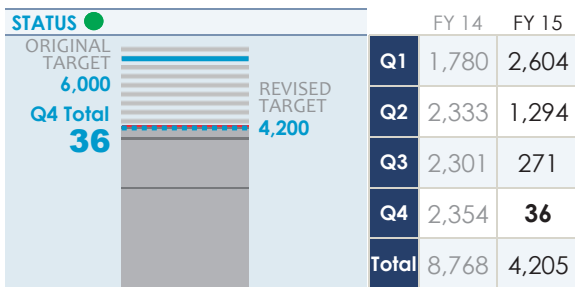
### First-Time Homebuyer Loans approved<sup>1</sup>



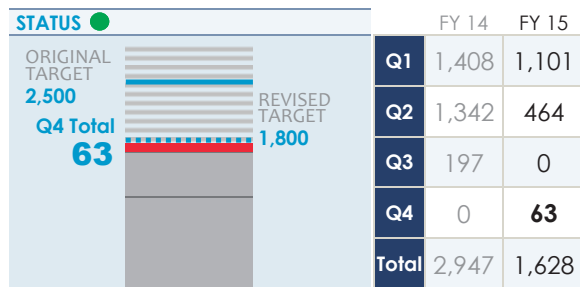
### Lending partners increasing loan production<sup>1</sup>



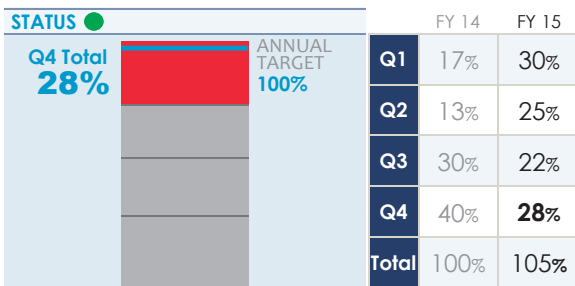
### Homeowners assisted by Save the Dream Ohio<sup>2</sup>



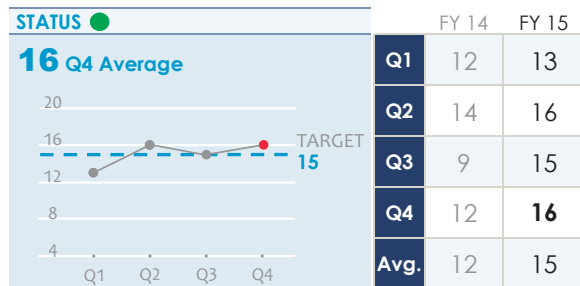
### Homeowners receiving foreclosure counseling<sup>3</sup>



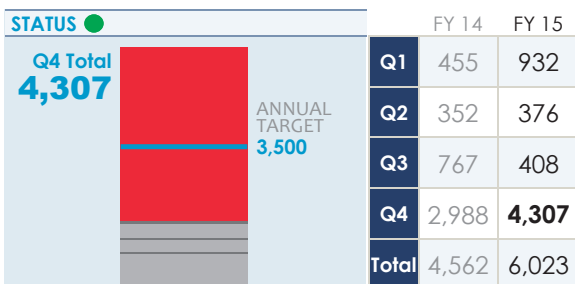
### Required property inspections completed<sup>4</sup>



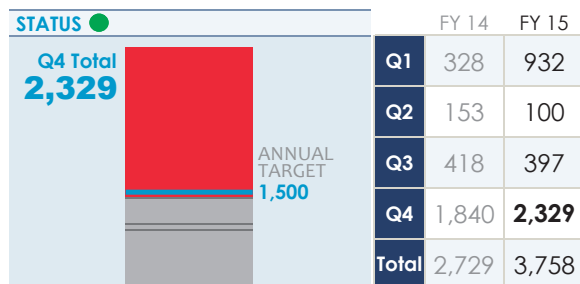
### Business days to issue compliance reports



### Multifamily units funded

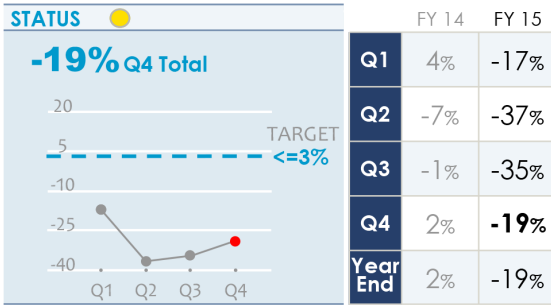


### Multifamily units preserved

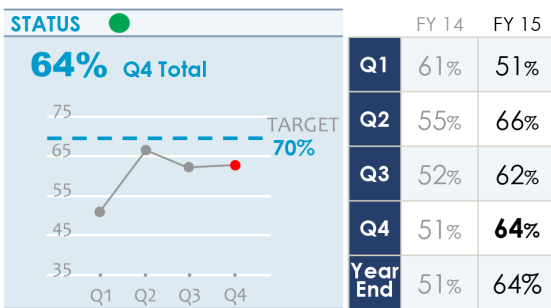


Legend ● On Target ● At-Risk ● Warning

### Sufficiency Ratio<sup>5</sup>



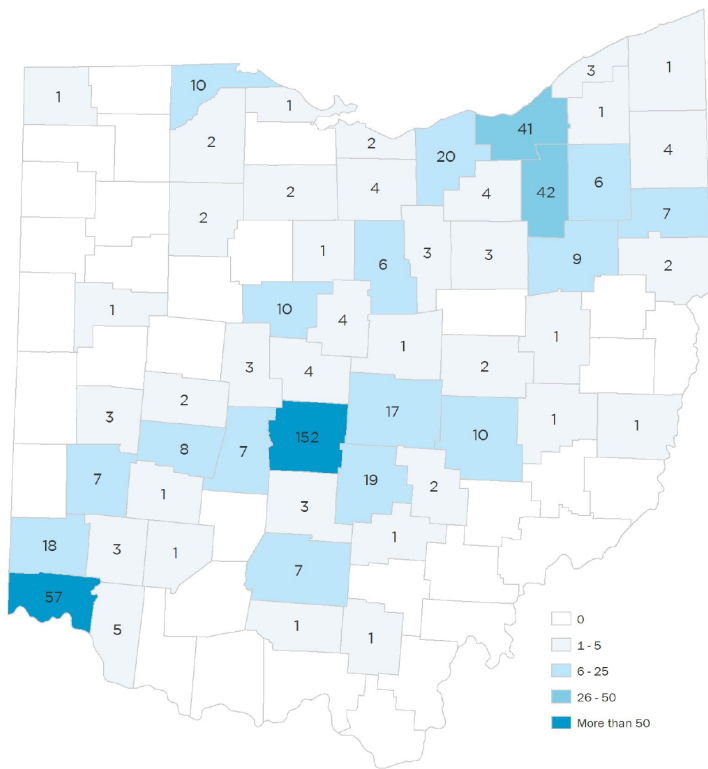
### Programmatic Ratio<sup>6</sup>



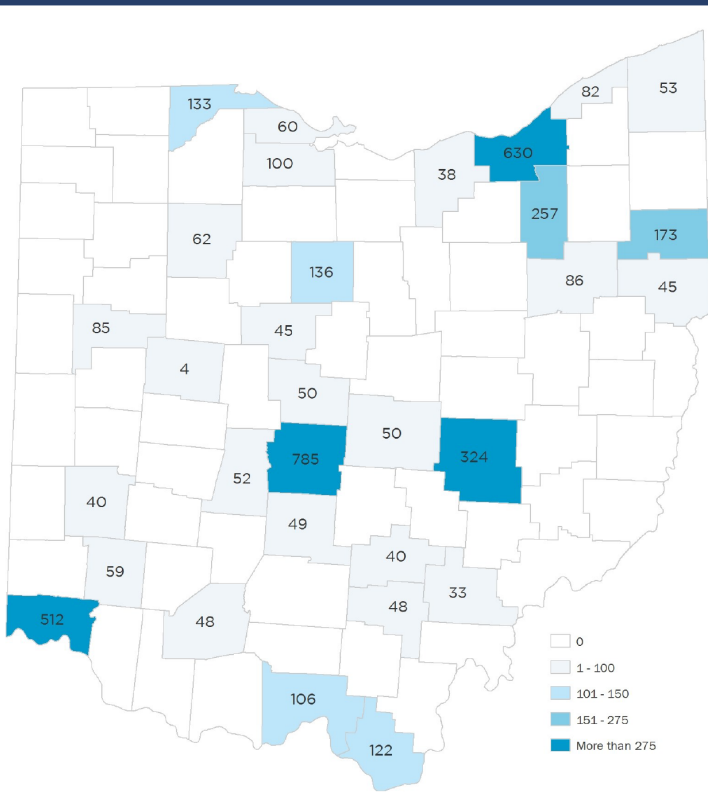
### Footnotes

- Although the number of FTHB loans originated in FY 15 and the percent of lending partners increasing loan production are below their respective annual goals, OHFA has made significant strides. Q4 loan reservations are at targeted levels, which should lead to higher production in FY 16.
- Due to the wind down of the Save the Dream Ohio program, OHFA revised this goal to reflect the number of people expected to receive assistance by the end of the FY.
- The number of homeowners receiving foreclosure counseling indicates homeowners provided counseling funded by Rounds 8 and 9 of the National Foreclosure Mitigation Counseling program. The FY 15 goal was adjusted to 1,800 from 2,500 to reflect the actual dollars allocated to OHFA in Round 8.
- Property inspections include Housing Credit (HC) reviews completed on a calendar year basis and gap financing reviews (Gap) completed on a state fiscal year basis. In Q4, OHFA completed 24% of its anticipated HC reviews and 49% of its anticipated Gap reviews. Approximately 65% of the properties are both HC and Gap.
- The sufficiency ratio equals total net income divided by total expenses. Compared to the prior year, The sufficiency ratio through Q4 of FY 2015 declined due to increased program contribution expenses (\$2.4 million) for the Capital Funds to End Homelessness Initiative.
- The programmatic ratio equals direct program services expenses divided by total expenses. Compared to FY 14, the program ratio through Q4 of FY 15 has increased due to higher year-to-date program contribution expenses, primarily related to disbursements under CFEHI.

**FIGURE 1. APPROVED FTHB LOANS BY CNTY, 4 QTR FY2015**



**FIGURE 2. MULTIFAMILY UNITS FUNDED BY CNTY, 4 QTR FY2015**



## ***Affordable Housing Research and Strategic Planning***

- Agency Publications and blog posts:
  - FY 2016 Annual Plan and Housing Needs Assessment (Released July 2015)
  - FY 2015 Congressional Report (Released Spring 2015)
  - FY 2015 Annual Report (Released September 2015)
  - OHFA Blog Posts Written and Posted:
    - Housing Needs Assessment: Demographics – August 4, 2014
    - Housing Needs Assessment: Disability – August 4, 2014
    - Housing Needs Assessment: Workforce – August 6, 2014
    - Housing Needs Assessment: Income – August 14, 2014
    - Housing Needs Assessment: Occupancy – August 15, 2014
    - Housing Needs Assessment: Home Sales – August 28, 2014
    - Housing Needs Assessment: Housing Stock – September 3, 2014
    - Housing Needs Assessment: Housing Cost – September 18, 2014
    - Is the 30-Percent Rule Out of Date? – October 2, 2014
    - Why Aren't Homeowners Refinancing? – October 6, 2014
    - Troubling Data on Homeownership and Race – October 8, 2014
- Completed Projects:
  - Impact of Shale Development on Housing and Homelessness in Eastern Ohio (March 2015)
  - Housing Needs Survey (to be released Autumn 2015)
  - Lease Purchase Development: An Examination of Housing Credit Allocations, 1992-1999 (to be released September 2015)
- Organized the Starting at Home conference (April 2015), which included one presentation and two panel moderations by Office staff
- Authored six peer-reviewed presentations and publications:
  - Klein, E.G., Keller, B., Hood, N., Holtzen, H. (2014). Affordable housing and health: A health impact assessment on physical inspection frequency. *Journal of Public Health Management and Practice*.
  - Holtzen, H., Klein, E.G., Keller, B., Hood, N., (under review). Perceptions of physical inspections as a tool to protect housing quality and promote health equity. *Journal of Health Care for the Poor and Underserved*.
  - Holtzen, H. (2015). Building healthy communities: The intersection of affordable housing and public health policy. *Voices from the Community*, The Ohio State University. Columbus.
  - Holtzen, H. (2015). Health Impact Assessments: Let's get it right. *Annual Midwest Workshop in Environmental Health*. Columbus.
  - Holtzen, H. (2014). The Intersection between Health and Housing. *Ohio Infant Mortality Summit*. Columbus.
  - Grady, B. (2014). Daybreak: New Horizons in TLP Services and Collaboration. 2014 National Runaway and Homeless Youth Grantees Conference. Phoenix, AZ.



## Communications and Marketing

- Raised the profile of OHFA’s mission and programs through outreach, event sponsorship and advertising. The Agency’s second multimedia statewide advertising campaign (March 1-June 30, 2015) was aimed at promoting the First-Time Homebuyer program. The theme for the campaign was “Make the Move,” which complemented the Agency’s strategy to enhance mortgage loan products and engage lenders, real estate agents and renters. Nearly 46,000 Ohioans visited MyOhioHome.org, a mobile-optimized website focused on OHFA mortgage loan products, doubling visitor volume achieved from last year’s campaign.
- Coordinated and managed at the 16th annual Ohio Housing Conference, which featured more than 50 sessions and workshops. The conference was attended by more 1,600 affordable housing professionals from 27 states.
- Launched OHFA’s [digital media kit](#).
- Coordinated (with Homeownership) the Top 20 Lender Luncheon held at Huntington Park.
- Photographed and interviewed a number of OHFA customers for marketing efforts; completed the 2015 customer video.
- Continued to manage messaging for SDO’s wind-down process.
- Enhanced ongoing internal communications efforts through:
  - Coordinated activities for Succeed in 15: An OHFA Staff Celebration;
  - Videotaped and edited the [I Heart OHFA video](#); and
  - Facilitated focus groups with OHFA staff and managers to prepare an internal communications plan.
- Assisted with preparation and dissemination of key print publications including the Annual Plan and Ohio Housing Needs Assessment, Annual Report, Audited Financial Statements, Legislative Report, Qualified Allocation Plan, Workforce Plan and Supervisor’s Reference Guide.
- Collaborated with the Office of Affordable Housing Research and Ohio Capital Corporation for Housing to plan and coordinate the Starting at Home conference.
- Worked with the Offices of Affordable Housing Research and Information Technology (IT) to launch the Ohio Human Services Data Warehouse [website](#); created a [brochure](#) and distributed a [news release](#).
- Edited, designed, packaged and mailed National Council of State Housing Agencies (NCSHA) Award nominations:
  - Homeownership – Encouraging New Production  
Entry Name: *Building Innovative Educational Opportunities to Increase Realtor and Lender Awareness*
  - Legislative Advocacy – Federal Advocacy  
Entry Name: *Building a Stronger Ohio*
  - Management Innovation—Human Resources  
Entry Name: *Strategic Priority Culture Initiative*
  - Special Achievement: *Ending the Cycle of Blight and Foreclosure*

## Facilities

- Assisted IT with providing new copier/printer/scanner units to field reps.
- On-boarded new security, nursing and vending providers.
- Assisted with the wind-down of SDO and resulting decommissioning of phones and workspaces.
- Relocated the Office of Affordable Housing Research into SDO-vacated space on the third floor.

## Finance

- Completed the financial audit and the federal Single Audit for FY 2014 successfully by the required date with the receipt of an unmodified opinion and no findings.
- Completed FY 2014 Management's Discussion and Analysis, an essential report in the audited OHFA Financial Statements and Notes.
- Coordinated the Audit Exit Conference on September 24, 2014, with management and auditors prior to issuance of a formal audit opinion. The audit was officially certified by the Auditor of State on October 21, 2014, requiring no further action on behalf of the external audit firm.
- Implemented mandatory disclosure requirements for GASB 70 "Accounting and Financial Reporting for Non-exchange Financial Guarantees."
- Participated in the successful execution of \$30.5 million 2015 Series A Pass-Through Bond Structure. The bonds were issued to finance the purchase of single family residences by qualified low- and moderate-income persons.
- Participated in the successful execution of \$62.9 million 2015 Series B Pass-Through Bond Structure. The bonds were issued to refund 2005 Series D and 2005 Series F, which were originally issued to finance the purchase of single family residences by qualified low- and moderate-income persons.
- Revised the Travel Policy to include clarifying language and updated reimbursement procedures. These changes were presented at a mandatory training event.
- Submitted an acceptable OHFA- determined indirect cost rate to the U.S. Department of the Treasury Hardest Hit Fund, allowing recovery of \$964,000 indirect costs incurred by the Office of Homeownership Preservation for FY 2014-2015.
- As mandated by ORC 175.05 (General duties and powers), compiled and presented to the Board for approval, the annual OHFA FY 2016 General Fund Budget to ensure funding for agency operation which included compiling each office's budget templates for office directors to input their budgets and working with them to formulate budgetary needs for the fiscal year.
- Compiled and delivered the Annual Financial Disclosure statements (travel expense related) for OHFA Board and Senior Staff members.
- Prepared and presented the Agency's FY 2015 Out-of-State travel budget, reconciling the actual expenditures to the FY 2015 budget to determine remaining budgetary balance and office surpluses and deficiencies.
- Co-facilitated the preparation, issuance, evaluation, and selection process for a Request for Proposal (RFP) for an Agency Financial Advisor for Fiscal Years 2016-2019.
- Completed the RFP selection process and recommendation for Board approval of Investment Advisor for Fiscal Years 2016-2018.

## Homeownership

- At the beginning of the fiscal year, staff developed a strategic plan to get our First-Time Homebuyer production back up to the necessary run rate of \$300 million per year. With an emphasis on lender outreach/training, real estate agent training, streamlining our forms, processes, and procedures, a focus on quality customer service, and a marketing/advertising campaign with an emphasis on our partners (lenders and realtors) and Franklin County, OHFA has made huge strides in its engagement efforts.
- During this “reengineering” of our processes/procedures, we also positioned ourselves to be ready to re-enter the bond market from a documentation standpoint as they are now “bondable.”
- Our annual Top 20 Lender Luncheon was deemed “memorable” by several lenders in attendance which was the goal. The energy in the room, held at Huntington Park was awesome and the awards (engraved wood baseball bats) were a huge hit. The ballpark style food was also well received.
- OHFA made progress with US Bank, our Master Servicer in working together as a partner with OHFA and the Lenders. The communication between OHFA and US Bank has been much improved via bi-weekly calls and quarterly meetings to discuss operational issues, challenges and how to improve. US Bank’s implementation of electronic files via the lenders has greatly improved the turnaround time, service levels and improved deficiencies clearing times.
- Originated 1,885 mortgages, which were purchased for \$186 million. This is below the production of FY 2014 (2,550 units/ \$248 million) and the goal of 3,200 units, however there is strong reason to think that this decline will be reversed in FY16, given recent trends in reservation activity.
- Reserved \$223 million for future mortgages, up 20 percent from FY 2014 (\$187 million), despite having sharply lower reservation activity in July and August 2014 than in the year prior. Starting in October, the Agency began exceeding the prior year’s monthly reservation volume; June 2015 activity was more than double that of June 2014. These figures represent “gross” reservations, however, as there is fallout of approximately 15 percent due to cancellations.
- Reached over 1,000 Realtors during FY 2015 through certified training classes, surpassing the goal of 700. An “on demand” online class for lenders and a Civil Rights CE course for Realtors were also added during the year.
- Conducted in-person off-site training classes on OHFA’s programs for over 891 originators and added 10 new lenders approved to originate OHFA products bringing the total to 90.
- In June 2014, we increased the total potential assistance provided to an individual borrower with the Closing Cost Assistance Program (1% or 2%) and during FY 2015, we assisted 477 borrowers with \$720,000 through this new program option.
- Issued 248 Mortgage Tax Credit (MTC)-Plus loans, which combine our mortgage product with the benefits of the basic MTC.
- Each borrower received pre-purchase Homebuyer Education through one of the 24 participating Housing Counseling Agencies – the hope/goal is for increased sustainability.
- The implementation of a Welcome Letter to all new borrowers 60 days after their closing to continue enforcing the OHFA brand and to provide an avenue for assistance if needed.
- Presented OHFA’s loan programs at the Ohio Housing Conference, Ohio Banker’s Day Conference, and Ohio Mortgage Bankers Association (OMBA) Conference. Tom Walker also served as a member of the OMBA Membership Committee.

## ***Homeownership Preservation***

- Helped 4,205 homeowners avoid foreclosure by providing financial assistance through SDO, bringing the cumulative total to 24,521 assisted.
- Provided 1,628 homeowners with housing counseling assistance under the NFMC program grant administered by OHFA.
- Revised contracts and provided support to approximately 30 housing counseling agencies across the state.
- Ramped up activity in NIP, particularly during the latter half of FY 2015. OHFA disbursed nearly \$10.7 million, representing 910 vacant and blighted units.
- Allocated an additional \$6 million to the NIP.
- Continued winding down SDO, receiving the last applications for the program on August 31, 2014.
- Improved the percentage of calls answered by Consumer Advocacy to 85 percent.
- Provided educational opportunities to support associates as the program winds down such as resume writing and interviewing skills.
- Successfully navigated external audits of SDO, NIP and NFMC, including reviews conducted by The Office of the Special Inspector General for the Troubled Asset Relief Program (SIGTARP).

## Human Resources

- Submitted OHFA's fourth annual Workforce Plan to the Ohio Department of Administrative Services (DAS), capturing the need for staffing positions based on achieving goals and meeting future challenges set forth in the Annual Plan and providing statistical information regarding the workforce. OHFA was asked to present its culture initiative at the statewide workforce planning quarterly meeting in March and it now serves as a model for other state agencies. A Succession Plan for the Human Resources Office was also submitted to DAS.
- Furthered employee recognition with the addition of the Kudos program that promotes peer-to-peer recognition via the OHFA intranet. Any OHFA employee can give kudos to fellow employees to acknowledge a job well done.
- Obtained and reviewed evaluations for 100 percent of administrative staff and bargaining unit employees. Supervisors were required to evaluate employees based on goals aligned with OHFA's Annual Plan and competencies that contribute to job success. OHFA transitioned the evaluations due for bargaining unit employees from a system based on their hire date to an annual cycle.
- Provided an employee relations program that resulted in no employee grievances. A Strike Plan was developed in the event of an impasse in contract negotiations.
- Updated OHFA's Affirmative Action Plan.
- Participated in several statewide enterprise initiatives, including a Culture Initiative and a Conflict Management Program sponsored by the Employee Assistance Program. A staff member was selected to be a Mediator for the new program and is trained to mediate conflicts in all state agencies.
- Continued the on-boarding program to help new hires acclimate to the social and performance aspects of their positions, as well as to help them learn the attitudes, knowledge, skills and behaviors required to function effectively within OHFA.
- Assisted employees with SDO positions coming to a close by providing trainings on resume writing, interviewing tips and Internet job searching. Individual coaching assistance was provided upon request together with sharing postings and contacting other State agencies where employees applied for positions. Twelve SDO employees moved to permanent positions in OHFA.
- Hired ten employees: two Board Member appointments, one permanent hire, two transfers from another state agency, two intermittent rehires and three college interns. In addition, 21 positions were filled by internal employees.
- Saw 43 employees leave OHFA: three Board Member departures, four retirements, 22 resignations (nine permanent, seven SDO, six temporary) and one transfer to another state agency. Thirteen SDO positions were terminated.

## ***Information Technology***

- Completed the online Low-Income Housing Tax Credit application and conducted a successful launch of DevCo. IT also developed an underwriting solution that integrates application data into spreadsheets for review by Planning, Preservation and Development (PP&D) underwriters.
- Brought the development of DevCo in-house, a move that will greatly enhance our ability to deliver quality solutions to our customers.
- Incorporated new features into the IT Help Desk, including automation of employee onboarding, supervisory approval, single sign-on capabilities and processed 2,331 service tickets through the help desk.
- Organized an Emphasys users group consisting of staff from multiple offices regularly to discuss issues, share expertise and collaborate on solutions.
- Added a site visit capability to our Salesforce solution for NIP that enables staff to conduct site visits with a handheld tablet and send results directly to the cloud.
- Installed new Cisco switches and a storage area network (SAN) to improve the speed of our network and the reliability of our backup and recovery processes.
- Implemented The Mortgage Office™, a third-party application to support the new multifamily lending program; IT was instrumental in evaluating competing applications, making the selection, negotiating terms, and training staff.

## ***Internal Audit***

- Completed 14 internal audit reviews spanning eight offices.
- Designed FY 2016 audit plan based on results of risk assessment surveys.
- Completed NDC housing development certification training.
- Completed advanced audit training.

## Legal

- Closed 110 loans and transactions including:
  - 17 Capital Investment Program (CIP) loans
  - Three Neighborhood Stabilization Program loans
  - Seven Housing Tax Credit transactions
  - Two HUD-RD loans
  - Eight Recycled Tax Credit Assistance Program loans
  - Two FAF loans
  - Eight Capital Funding to End Homelessness (CFEHI) awards
  - 35 Housing Development Assistance Program (HDAP) loans
  - 28 Housing Development Loan program loans
  
- Conducted ethics trainings for all staff and monitored financial disclosure filing requirements.
  
- Monitored litigation matters that involved OHFA including foreclosure actions filed against borrowers that have received assistance from OHFA.
  
- Responded to all records requests received by OHFA and provided counsel as requested.
  
- Requested assistance from the Office of the Attorney General with records retention training at OHFA. Have begun to review and create new records retention schedules for OHFA.

## Legislative Affairs

- Participated in a tax reform roundtable discussion in Washington organized by U.S. Representative Pat Tiberi (R-Galena). Other participants included members of the House Ways and Means Committee, key staffers and affordable housing practitioners. The discussion involved ways to improve and advance the proposals in the tax reform discussion draft.
- Attended the Affordable Housing Tax Credit Coalition (AHTCC) Fall and Spring Meetings in Washington. Hill visits targeted staff for members of the House Ways and Means Committee, including U.S. Representatives Tiberi, Jim Renacci (R-Wadsworth) and Senate Finance Committee (U.S. Senators Rob Portman and Sherrod Brown).
- Attended the NCSHA Legislative Conference in Washington and visited with 16 of 18 Ohio delegation members and/or staff on Capitol Hill. Attended a reception for members and staff and had conversations with U.S. Representatives Joyce Beatty (D-Columbus), Bill Johnson (R-Poland), Marcy Kaptur (D-Toledo) and Brad Wenstrup (R-Cincinnati).
- Brought in U.S. Representatives Joyce Beatty and Steve Stivers (R-Columbus) to address 900 attendees during the Wednesday lunch at the Ohio Housing Conference.
- Represented OHFA at 26 groundbreaking and ribbon cuttings for multifamily rental developments funded with Agency resources. Various local and state elected officials attended along with U.S. Representatives Joyce Beatty, Bill Johnson, Jim Jordan (R-Urbana), Marcy Kaptur and Pat Tiberi.
- Attended the USEPA Energy Star Award ceremony in Washington for Toledo Neighborworks Legacy Homes single family lease purchase development. Also visited with staffers in six delegation offices and partnered with NCSHA's Jennifer Schwartz on Senate meetings to lobby for a fixed 9% housing credit rate and the creation of a fixed 4% rate, and for giving states the flexibility to convert unused bond volume cap into 9% housing credits.
- Met with members of the Ohio House and Senate Finance Committees in advance of state biennial budget hearings. During the budget process, successfully avoided an attempted diversion of Ohio Housing Trust Fund (OHTF) dollars back to local governments.

## Mortgage Funding

- Successfully implemented in-housing hedging of the single family mortgage pipeline, which is expected to save approximately \$1.2 million annually.
- Sold approximately \$40 million of mortgage-backed securities, generating a net income of nearly \$6 million.
- Closed 2015 Series A, a full spread transaction.
- Led the internal evaluation team for the Liquidity Provider RFP and the Financial Advisor RFP.
- Extended two Standby Bond Purchase Agreements to take the original expiration dates of the liquidity facilities out 3-5 years.
- Exercised over \$95 million of partial par terminations of the swap notional amounts.
- Refunded two variable rate bond series with low cost fixed rate bonds which eliminated a portion of variable rate bonds and the associated interest rate swaps.



## ***Program Compliance***

- Completed all required reviews to ensure the portfolio was in compliance with all Housing Tax Credit, HOME, and other requirements. Program Compliance (PC) Analysts monitored 319 projects composed of 4,208 buildings and 22,663 units.
- Worked closely with IT to implement DevCo and DevCo Online Annual Owner Certification (AOC) processes. This was the first year in which owners were required to submit the AOC and tenant data through DevCo. PC no longer accepted paper submissions or the Excel-based Compliance Tool.
- Held eight compliance trainings that focus primarily on the basics of compliance for the housing credit program. Trainings were held in Columbus, Cleveland, Toledo, Cincinnati and Dayton; over 360 housing professionals attended.
- Modified the monitoring procedures for properties in extended use or those that have completed the original 15-year compliance period. Extended use projects will have both a physical and file review conducted on either a three-year or five-year rotation.
- Developed a physical inspection policy for all CFEHI projects to ensure compliance with the funding agreement and the Uniform Physical Condition Standards (UPCS).
- Developed a monitoring policy for all CIP projects to ensure awardees followed program guidelines and completed work as described in the funding agreement.
- Held six Regional Compliance Forums in order for PC and PP&D staff to meet one-on-one with property managers, owners and developers and provide updates on OHFA's compliance and monitoring policies and DevCo implementation.
- Filed IRS Form 1602. IRS also requires Form 1602 is submitted to verify ARRA project compliance.
- Updated the Specialist in Housing Credit Management (SHCM) training guide.
- Provided opportunities for two Analysts each to complete Phase I REAC training to become REAC inspectors and National Development Council (NDC) training.
- Extended the Home for Good Choice grant through 2017. Compiled and presented updates to the Criminal Justice and Mental Illness Task Force.
- Reviewed and approved 90 Affirmative Fair Housing Marketing Plans.
- Approved Restrictive Covenant Modifications or Waivers for seven properties to provide rent restriction relief. PC released the Restrictive Covenant for three lease purchase properties and amended two HDAP Agreements.
- Successfully passed an Ohio Development Services Agency audit of OHFA's Neighborhood Stabilization Programs (NSP) 1 and 3 with no findings noted.

## ***Planning, Preservation and Development***

- Completed six funding rounds successfully: 2014 Capital Improvement Program, 2014 Housing Development Gap Financing Program, 2014 Multifamily Bond Gap Financing, CFEHI and 2015 Housing Tax Credit Program. The office far surpassed the unit count goal of 3,500 units by funding 6,023 units. This was due to an increase in 4% housing credit and Multifamily Bond developments and projects funded under CFEHI.
- Updated the 2015 QAP in September, in accordance with the existing 2014 QAP framework. Immediately following the adoption of the 2015 QAP, staff began to work on a major revision in the form of the 2016-17 QAP. OHFA's first two-year QAP involved nine months of outreach with partners and stakeholders and resulted in a plan that emphasizes policy based selection pools and furthers the agencies annual plan strategies.
- Adopted a strategy to begin investing OHFA dollars into multifamily loans. The agency approved five projects for a total of more than \$6.3 million, including a unique mixed-income assisted living project.
- Integrated the Multifamily Bond Program into PP&D. The move allowed for streamlining 4% housing credit and bond applications under the same office. This year saw an increase in Multifamily Bond issuances to \$111 million, nearly three and a half times more than last year.
- Completed 185 funding draws, 60 requests or amendments for 8609s and 499 site visits.
- Continued increasing HDAP repayments collected, due in part to increased efforts to improve our invoicing and servicing of HDAP loans.
- With the assistance of PC, filed IRS Form 8610. PC reported 14,060 buildings subject to monitoring were inspected in 2014.