

# Request for Proposals

The Regional Opportunity Area Development  
Finance Initiative  
("The ROAD Forward")

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## I. Introduction and Purpose: A New Pilot Initiative

### **What is The ROAD Forward, and who does it benefit?**

Recognizing that much of our workforce and their families cannot afford to live near their jobs and that a family's zip code is the greatest predictor of a child's future health and earnings, The ROAD Forward was developed as a regional collaboration to pilot a strategy to help redress the resulting costs and inequities faced by families, employers, municipalities, and the broader Kansas City region.

The ROAD Forward partners have pooled and dedicated project-based rental assistance through operating subsidies (“**subsidies**”) and other resources to increase the supply of housing options for families with children, for whom it is harder than ever to secure well-managed and well-designed affordable workforce housing near good jobs, schools, transportation, and other amenities. The ROAD Forward aims to increase the supply of such options by supporting needed construction, redevelopment and preservation activities.

Qualified housing proposals may be awarded up to 20-year rental assistance contracts that are renewable to a total of 40 years. This would offer the following to housing developers and providers:

- Increased and stabilized occupancy and income
- Reduced marketing and turnover expenses
- Greater appeal to underwriters and lenders

Tenant applicants for these subsidies will be referred to the developer from the existing waitlists of The ROAD Forward's Public Housing Authority partners. Selected eligible residents will be able to pay an affordable rent (30% of household income).

The initial pilot will service all eligible jurisdictions served by housing authorities of Kansas City and Lee's Summit, including the following cities in Missouri: Birmingham, Blue Springs, Blue Summit, Claycomo, Gladstone, Glenaire, Grandview, Kansas City, Lake Lotawana, Lake Tapawingo, Lake Waukomis, Lake Weatherby, Lee's Summit, Kansas City, North Kansas City, Parkville, Platte Woods, Pleasant Valley, Randolph, Raytown, Riverside, and Sugar Creek.

### **How many apartments can The ROAD Forward support?**

During the pilot phase, The ROAD Forward is prepared to commit subsidies for up to 100 multifamily and scattered site rental opportunities. In most cases, The ROAD Forward will provide subsidies to no less than five, and no more than 25% of the total, rentals in any one property.

## **Who are The ROAD Forward partners, and what are their various roles?**

Launched by the Public Housing Authorities (PHAs) of Kansas City and Lee's Summit -- together with the City of Kansas City, MO, the Mid America Regional Council (MARC), LISC Greater Kansas City, United Way of Greater Kansas City, and in consultation with the Missouri Housing Development Commission (MHDC) -- The ROAD Forward is a model that could be expanded and replicated throughout Missouri.

The subsidies will be contributed and managed by the PHAs of Kansas City and Lee's Summit.

MARC leads the outreach to municipalities and counties, demonstrating how The ROAD Forward can advance local plans and provide housing for a competitive workforce.

LISC Greater Kansas City leads the outreach to developers, demonstrating the efficiencies and other advantages of working through this interjurisdictional collaboration.

Together, LISC and MARC serve as The ROAD Forward staff.

United Way and Kansas City, MO provide additional resources to support participating developers, managers, tenant applicants and residents.

## II. Selection Criteria

The ROAD Forward partners will score proposals based on the below Selection Criteria. Pending final approval of the partner agencies, available subsidies will be awarded to applicants with the highest scores over 70. Applications receiving a score of 70 or below will not be eligible.

<b>LOCATION</b>	
Is the housing proposed in close proximity to available and accessible jobs, schools, transportation, open space and other amenities?	15
<b>THE LOCAL WORKFORCE AND FAMILIES WITH CHILDREN</b>	
Is the housing proposed affordable to the local workforce and a range of others?	5
Does the proposed housing provide opportunities for families needing 2 or more bedrooms?	10
Does the proposed housing provide opportunities for families needing 3 or more bedrooms?	5
<b>MANAGEMENT</b>	
Recognizing that many of the new residents served through ROAD Forward subsidies may be moving to the proposed site from a very different neighborhood, how will the housing provider effectively promote an inclusive community within the property and provide access to opportunities in the surrounding neighborhood -- through on-site staff, service partners, programs or other partnerships?	10

What is the track record of the proposed housing provider and/or key partners in serving the targeted population and in managing mixed-income communities?	15
<b>COMMUNITY APPEAL</b>	
Does the proposed building design -- its architecture, structure, and mass -- complement the existing neighborhood? Exterior architectural features and design elements should add interest and/or functionality, create unity with nearby architectural style, and generally improve the appearance of the building(s). Is there a community or multi-purpose space?	15
Does the proposed housing leverage community support or otherwise advance local plans and priorities?	10
<b>FINANCIAL VIABILITY</b>	
<p>For new construction and substantial rehabilitation, the ROAD Forward will consider the reasonableness and completeness of the applicant's proposed plan to finance the Development, taking into consideration the owner's experience accessing the proposed sources, the amounts to be requested, the timeframe for the requests, and documentation of commitments.</p> <p>For existing housing, scoring in this section will be based on the owner's track record, including vacancy rates and any loan defaults, foreclosure actions, or bankruptcies, or outstanding construction, tax, judgment, or similar liens on this or other properties.</p>	15
<b>Total Points</b>	100

### III. How to Apply and the Application Review Process

The ROAD Forward has a competitive, rolling application process through the MHDC LIHTC deadline. Property owners and developers may submit applications at any time, but those also seeking a soft commitment letter for their LIHTC application must make an appointment AND meet with LISC staff before August 16. Currently, subsidies are only available for those also pursuing LIHTC.

Application steps are as follows:

1. Download and review the application.
2. To secure a soft commitment letter for the MHDC LIHTC application, beginning the process to leverage the relevant points for subsidies, please:
  - a) Make an appointment and meet individually with [LISC and MARC staff](#), who are representing The ROAD Forward partners, BEFORE August 16, to discuss the housing proposal, The ROAD Forward priorities and The ROAD Forward supplemental submittal.
  - b) Submit latest draft of MHDC and ROAD Forward application materials and/or most recent and relevant information to [LISC and MARC staff](#) in advance of that appointment
  - c) Address any follow-up questions or requests for information in a timely fashion.
3. If the above discussion results in the decision for The ROAD Forward to issue a soft commitment letter, the subsequent process is as follows:
  - a) ROAD Forward Staff will issue a letter both to the applicant and to MHDC staff.
  - b) Applicants must submit to [LISC and MARC staff](#) their final ROAD Forward application and supporting documentation along with copies of their MHDC LIHTC application (which should include The ROAD Forward soft commitment letter) on the same day that MHDC applications are due to MHDC.
  - c) The ROAD Forward selection panel will meet to review applications on the same timetable as MHDC, providing final recommendations to MHDC in time to inform the final MHDC scoring.
  - d) If approved by the panel and the local housing authority, at the appropriate point in time, the owner will enter into a contract with the housing authority that outlines the financial and procedural obligations of both parties. Subsidy layering and environmental reviews will also be required.
4. Please note, applicants NOT pursuing LIHTC are not currently eligible for subsidies through The ROAD Forward.

## IV. Program Requirements, Regulations and Certificates

- [Project-Based Voucher Program Guidance, Regulations and Forms](#)
- [HUD 2021 Fair Market Rents](#)
- [Payment Standards](#)
- [Housing Quality Standards](#)
- [For new construction or substantial rehab proposals, Section 3 of the Housing and Urban Development Act of 1968.](#)
- [Uniform Relocation Act](#)
- [HUD environmental regulations in 24 CFR parts 50 and 58.](#)
- [Asbestos Remediation](#)
- [Lead Abatement](#)
- [24 CFR Part 983](#)