

PHI



ENIX

2024

**Best of HFAs:  
Internal Operations**

# Panelists

## **Donald Gotchal**

Manager of Research and Service Programs | Alaska Housing Finance Corporation

## **Jerilynn Francis**

Chief Communications and Community Partnerships Officer |  
Colorado Housing and Finance Authority

## **Heather Black**

Manager of Tax Credit Compliance | Pennsylvania Housing Finance Agency

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2024

**Alaska Housing  
Finance Corporation**  
One Alaska Resource Model  
Donald Gotchal

# Alaska is Unique

- Alaska is huge, twice-as-big-as-Texas huge
- Alaska is also small, 3<sup>rd</sup> least populated state in the nation
- Over 80% of our communities have <1,000 people
- Several communities are only accessible via boat or plane
- Talkeetna's mayor is a cat



*RA: Denali has been the mayor of Talkeetna since 2017, succeeding Mayor Stubbs, who was also a cat.*

# Unique Challenges

(Does Talkeetna's mayor want in or out?)

- A need for housing, a lack of resources
- Pandemic supercharged our partnerships and transformed our systems
- Money isn't everything...(but it helps)
- Partnerships and trust go further



# One Alaska Resource Model

- **AHFC's Mission**
  - Provide Alaskan's access to safe, quality, affordable housing
- **Our resources are available to partners**
- **Our team and contractors are available to partners**
- **Our partners are able to help our other partners utilizing our systems**



# Our Resources are Available to Partners

- AHFC offered its online systems to 59 federally recognized tribes for free
- Means to accept applications along with processing and recordkeeping
- Providing system and program support
- IT and Planning team available for check-ins



**Regional Housing Authority**

THRHA Homeowner Assistance Program // Status

Hi the status of your application can be found below.

\*\* Your account has expensed all approved funding assistance for mortgage assistance.

While you can reapply for future assistance, the decision will depend on several factors, including your financial situation, the availability of program funding, and other relevant mitigating factors. Financial aid is not guaranteed. \*\*



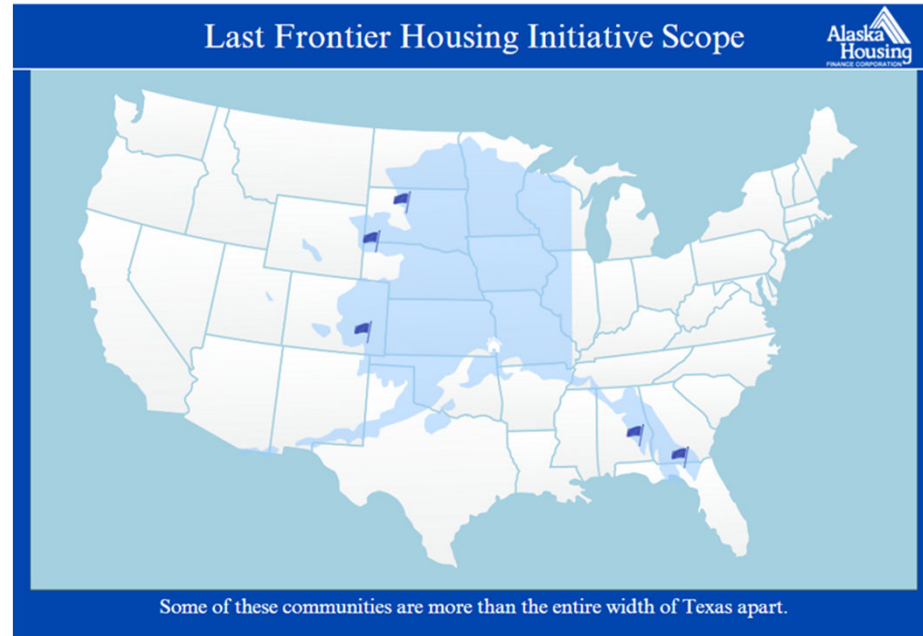
Step 1 - Initial Application  
Eligibility Check - Complete Application - Submitted



Step 2 - Verification  
Identity - Verified Income - Verified

# Our Team & Contractors are Available to Partners

- AHFC is providing direct staff support to five remote communities
- AHFC is directly assisting in filling in the construction/development gap
- \$24M of development resources
- AHFC is boots on the ground in these communities



# Our Partners are Able to Help Our Other Partners

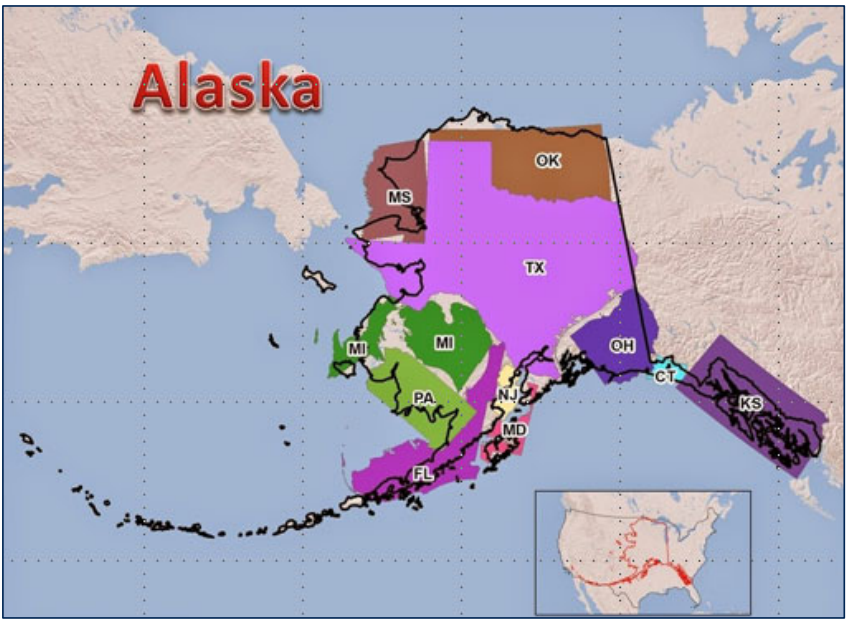
- Interconnected platform bridging gap between partner agencies
- New system for Department of Corrections to implement new Re-entry program
- Prompting data sharing conversations among state partners

$$\phi = \frac{B - \sum_{i=1}^n (P_i \cdot X_i)}{\Gamma} + X_n$$

# Questions?

“Yes, Alaska is in fact the largest state.”

Donald Gotchal  
Alaska Housing Finance Corporation  
dgotchal@ahfc.us





# community partnerships

Jerilynn Francis  
October 1, 2024 • NCSHA Annual Conference



# place-based strategy



# community investment framework

Leverage CHFA's resources in a more intentional and targeted way to achieve better outcomes and impacts in areas of need.



# in the community



## Caroline Trani

*Southern Colorado*

719.569.5353 direct • ctrani@chfainfo.com



## Kaylee Romero

*South Central Colorado*

970.812.1149 direct • kromero@chfainfo.com



## Chris Lopez

*Southwest Colorado*

970.812.1142 direct • cslopez@chfainfo.com



## Margie Joy

*Western Slope Colorado*

970.812.1150 direct • mjoy@chfainfo.com



## Trisha Herman

*Eastern Colorado*

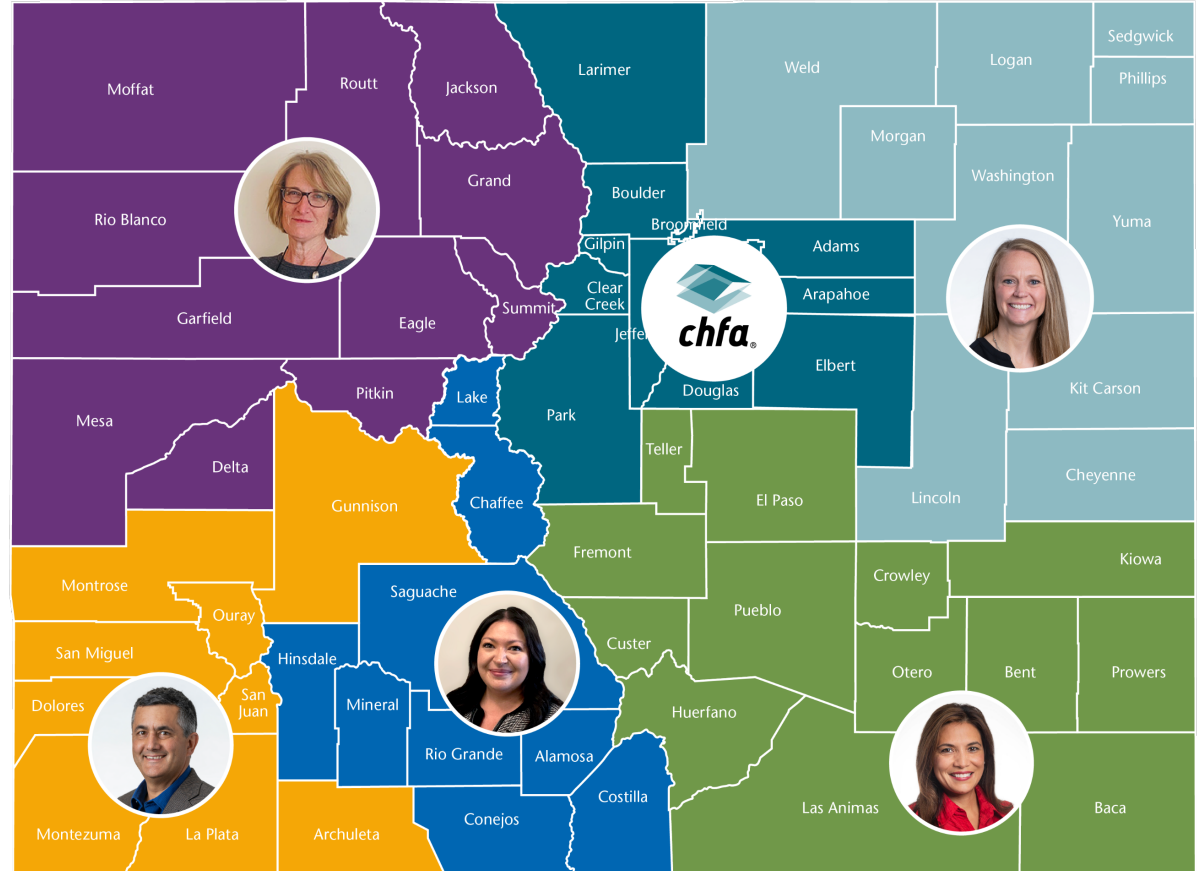
970.812.1151 direct • therman@chfainfo.com



## John Plakorus

*Manager, Regional Community Relationships*

303.297.7494 direct • jplakorus@chfainfo.com



Denver Metro and Northern



Eastern



South Central



Southern



Southwest



Western Slope

# how chfa engages with community



# themes

2024 Community  
Engagement



Unique Needs, Growing Housing  
and Economic Gaps



Infrastructure, Nonfunctioning  
Housing/Commercial Structures



Isolation, Local Capacity



Economic Development



Collaboration and Partnerships



# capacity building

## 2020 – 2024 YTD

- **52** Technical Assistance Developments Supported (CRM regions)
- **3,923** Technical Assistance Hours Invested (CRM Regions)



- Small-scale Housing Innovation Program (SHIP) Technical Assistance
- Affordable Housing Developers Guide
- CRC Grant Corps Scholarships, new Housing and ED Focus
- Resilia Nonprofit Capacity Building
- Housing Colorado/EDCC Conference Scholarships
- Housing Continuum White Paper
- Housing Needs Assessments, Community Coalition investment

TA 2021-2024 YTD  
Raquel, CHFA homeowner, Denver





# corporate giving

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## 2020 – 2024 YTD

- **\$6,836,118** corporate giving investment (CRM regions)
- **55%** of CHFA's corporate giving investment



## Aligned nonprofit investment

- General operating and program funds
- Low-barrier and low-maintenance
- Homeownership, rental housing, and economic development; **but also**
- Food access, energy, mobility, and education

## Investment Types

- Event sponsorships
- *Direct Effect* impact awards, up to \$30K
- *Building the Future* scholarship program
- *Like It Forward* social media campaign
- *David W. Herlinger* Golf Tournament

2020-2024 YTD  
The Bridge Emergency Shelter, Cortez





“My job at the end of the day is to get things done. My job is not about me. It’s about serving this community and making sure the needs are met. Every day is a re-evaluation of my work, and what will work best for the Ute Mountain Ute Tribe.”

-Bernadette Cuthair



thank you!

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# PHI



# ENIX

# 2024

## Pennsylvania: From Hot Mess to HOTMA

A diagram illustrating the transition from a "Hot Mess" to organized resources. On the left is a red and white name tag that says "HELLO My name is" and "HOT MESS". An arrow points to a screenshot of a web portal titled "HOTMA Resources". The portal contains a list of resources:

- Resources
- PA Definitions
- Periodic Changes
- PHFA Policies and Procedures
- HOTMA Policies Matrix (updated 3/25/2024)**
- Sample Forms
- Training Resources

# Navigating HOTMA

The sweeping changes in affordable housing with the publishing of the HOTMA Final Rule in February 2023 stimulated a need to simplify them, for a clearer understanding for implementation and auditing purposes.

A team-oriented approach to tackle such a task would ensure a thorough dissection of the Final Rule and a well-rounded thought process of how to present the information.

The result - the HOTMA Dream Team was assembled and created the **PHFA HOTMA Matrix**, to be part of a one-stop shop **HOTMA Resources** section on the PHFA Website.

# HOTMA Dream Team

**Lisa Case**, Manager of Project Operations

**Heather Black**, Manager of Tax Credit Compliance

**Khalifah Harding**, Senior Housing Management Representative

**Lisa Uber**, Senior Housing Management Representative

**Samantha Casterline**, Senior Housing Management Representative

**Lisa Santiago**, Housing Management Representative II

**Tina Chilla**, Housing Management Representative I

# HOT Mess!

The HOTMA Final Rule implementing Sections 102, 103, and 104 was published on February 14, 2023, totaling 77 pages.

HUD issued implementation guidance via Notice H 2023-10 on September 29, 2023, totaling 129 pages.

A total of **217** pages of law, rules, regulations, and guidance published across multiple sites.

# How to Tackle HOTMA

1. Pool resources and assemble a Dream Team.
2. Drown ourselves in HOTMA-Read, Train, Sleep, Rinse, Repeat.
3. Meet regularly to discuss changes and strategy for implementation.
4. Break down the changes applicable to each funding source.
5. Decide on a visual for easy comprehension.
6. Identify changes and made HFA specific decisions.
7. Build the visual and publish it.

# HOTMA Matrix Strategic Objectives

1. Assisting Owners and Management Agents to achieve program compliance by providing helpful, easy-to-use tools necessary to navigate HOTMA's sweeping and challenging changes.
2. Continuing to be good partners to our Owners, Agents, and fellow HFA's by sharing our knowledge and materials.
3. Creating efficiencies for PHFA staff to be effective stewards of program compliance.
4. Expanding housing opportunities for households and communities of color and other historically underserved groups by comprehending, promoting, and implementing HOTMA policies.

# HOTMA One-Stop Shop

A HOTMA Resources section on the PHFA website centralizes the critical links and documents available to implement HOTMA.

The screenshot shows the PHFA website interface. At the top, the PHFA logo and 'PA Housing Finance Agency' are visible. Below the navigation bar, there are several images of apartment buildings. A blue box highlights the 'HOTMA Resources' section, which contains the following links:

- Resources
- PA Definitions
- Periodic Changes
- PHFA Policies and Procedures
- Sample Forms
- Training Resources

In the background, the 'Property Management' section is visible, with a list of links including 'HOTMA Resources', which is circled in orange.

# HOTMA One-Stop Shop

**Resources**

- [HUD Notice 2023-10](#)
- [HUD Notice H 2023-10, Table F1: Examples of Necessary and No](#)
- [Pre and Post HOTMA Regulatory Citation Matrix](#)
- [HUD HOTMA Resources](#)
- [Federally Mandated Exclusions From Income-Updated Listing \(](#)
- [HOTMA Talking Points and Q&A for Multifamily Programs \(Febr](#)
- [HOTMA Income Final Rule](#)
- [Costello Compliance HOTMA Changes Crosswalk](#)

**PA Definitions**

- [Pennsylvania Definitions](#)

Pennsylvania Definitions

1 / 2 | 100%

### PENNSYLVANIA DEFINITIONS

The Housing Opportunities Through Modernization Act (HOTMA) includes updated income and asset exclusions. The household's income calculation and applicable income limit are affected by certain family members such as foster children or foster adults. Occupancy standards remain intact. The following definitions of foster children, foster adults, real property, manufactured housing are utilized by the Pennsylvania Housing Finance Agency for HOTMA income and asset calculation purposes:

#### FOSTER CHILDREN

In Pennsylvania, this reference is a regulation, not legislation.  
An individual who was an adjudicated dependent before reaching 18 years of age and who:  
(1) has not reached 18 years of age and is in placement; or  
(2) is in placement after reaching 18 years of age and while engaged in a course of instruction or treatment, requests the court to retain jurisdiction until the course of instruction or treatment is completed, but in no event shall the court maintain jurisdiction after the individual reaches 21 years of age.  
<https://www.legis.state.pa.us/cfdocs/legis/li/uconsCheck.cfm?yr=2010&sessInd=0&act=119>

#### FOSTER ADULT

Pennsylvania does not define foster adult in legislation; however, it is addressed in Pennsylvania Code:  
F § 2610.3. Client characteristics.  
(a) A client placed in a foster home for adults shall:  
(1) Be 18 years of age or older.  
(2) Have demonstrated, over an extended period, marginal social adjustment which prevents independent living in the community.  
(3) Not require intermediate care, skilled nursing care or general or special hospital care, on a 24-hour, residential basis.  
(4) Have no family or significant others willing or able to provide the necessary support.  
(5) Have no in-home service, necessary for independent living, available to him.  
<https://www.pacodeandbulletin.gov/Display/pacode?file=/secure/pacode/data/055/chapter2610/chap2610toc.html&d=#:~:text=%C2%A7%202610.3.,independent%20living%20in%20the%20community>

#### REAL PROPERTY

While Pennsylvania does not have a general definition for real property, the legislature uses the following:  
Land and all structures and fixtures thereon and all estates and interests in land, including

# HOTMA One-Stop Shop

- Periodic Changes
  - [2024 Inflationary Factors Chart](#)
  - [2025 Inflationary Factors Chart](#)

Inflationary Factors Chart 2025 1 / 1 90%

## 2025 Inflationary Factors

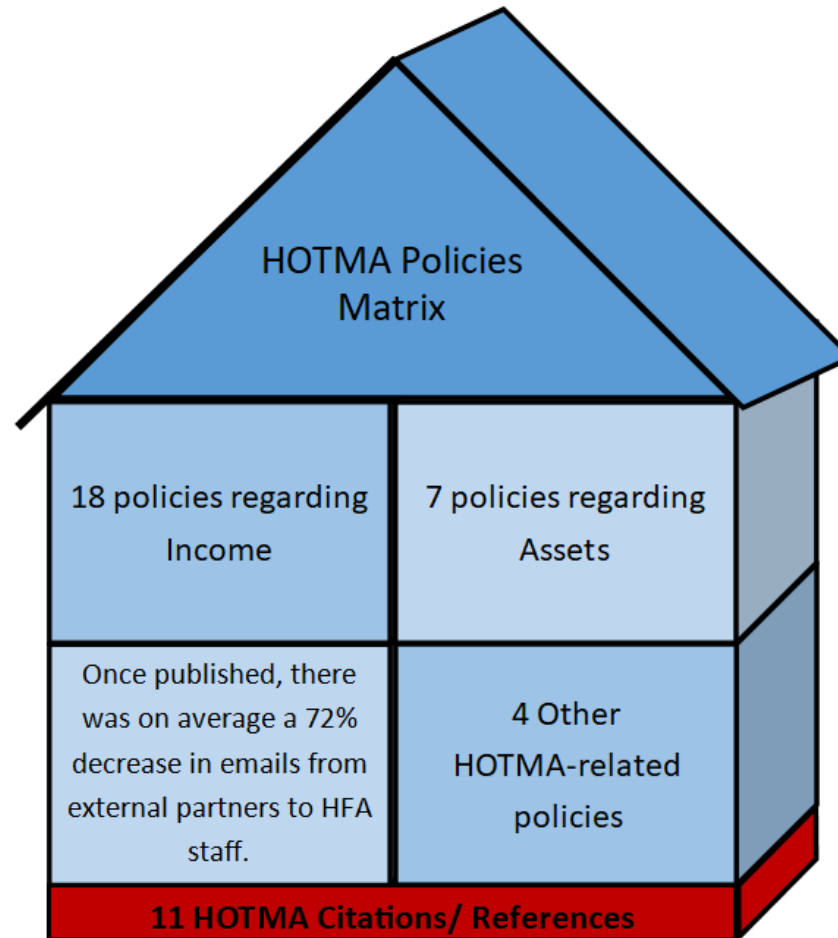
Effective 1/1/2025

<b>\$51,600</b>	Countable Non-Necessary Personal Property Threshold
	Self-Certification of Assets Cap
	Imputed Asset Income Computation Threshold

<b>0.45%</b> HUD Passbook Savings Rate	<b>TBD</b> 2025 Cost-of-Living Adjustment (COLA)	<b>\$525</b> Elderly/Disabled Family Deduction
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<b>\$480</b>	Full-Time Student Earned Income
	Adoption Assistance Payments
	Dependent Deduction

# HOTMA Matrix Components



# HOTMA Matr

\*Implementation date now TBD following HUD Notice H 2024-09 HOTMA compliance date extension

- PHFA Policies and Procedures
- HOTMA Policies Matrix (updated 7/2024)

PHFA HOTMA Policies Matrix 1 / 6 100%

HOTMA Matrix - PHFA Policies				
	LIHTC	HOME	Housing Trust Fund	Notes
Implementation Date		1/1/2025		The effective date for HOTMA implementation is 1/1/2025. We will continue to work on policies prior to implementation. Please check back frequently for updates.
<b>INCOME</b>				
Revised definition of INCOME per §24 CFR 5.609(a); 5.603; 5.100	YES	YES	YES	HUD is revising the definition of annual income in § 5.609(a) for clarity. In paragraph (a)(1), HUD relies on the definition of excluded income under § 5.609(b) to provide the scope of what is included in income. <a href="https://www.federalregister.gov/d/2023-01617/p-44">https://www.federalregister.gov/d/2023-01617/p-44</a> <a href="https://www.federalregister.gov/d/2023-01617/p-21">https://www.federalregister.gov/d/2023-01617/p-21</a> <a href="https://www.federalregister.gov/d/2023-01617/p-22">https://www.federalregister.gov/d/2023-01617/p-22</a>
Revised INCOME EXCLUSIONS §24 CFR 5.609(b)(3)	YES	YES	YES	<a href="#">Income and Income Exclusions Resource Sheet (hudexchange.info)</a>
Unsecured and Unverifiable Income	Do Not Count	Do Not Count	Do Not Count	PHFA policy for LIHTC, HOME and HTF units excludes unsecured and unverifiable income that is not imminent, known, and verifiable.
Income: Use Average in range ( <b>not highest</b> )	YES	YES	YES	Average will be used for TBRA and PBRA assisted units. To provide consistency in the rules applied at a property the average will be used for TBRA and PBRA assisted units as well as for unassisted units.
Income: Year-to-Date (YTD) as sole eligibility determiner	NO	NO	NO	PHFA does not require an Owner/Agent (O/A) to utilize year-to-date (YTD) as an eligibility determiner. The O/A may consider evaluating the household's YTD income to determine if a substantial difference exists between calculation methods. However, YTD income calculations should not be the sole eligibility determiner because it may not be indicative of anticipated income for the next 12 months.

V 5.0 Rev. 7/23/2024

# HOTMA One-Stop Shop

## ● Sample Forms

- [Employment Verification](#)
- [Investment Verification](#)
- [PHA Income Determination Certification \(8/24\)](#)
- [Student Tuition and Financial Assistance Verification](#)
- [Trust Verification](#)
- [Under \\$50,000 Asset Certification](#)

## ● Training Resources

- [HOTMA Income & Assets Training Series](#)
- [HUD HOTMA Resources](#)

# HOTMA Success

## Erica Etterling, Rental Compliance Support Manager, Virginia Housing

Good Morning, ladies!

I hope life is treating you both well. I have finally had the opportunity to review the PHFA Matrix for HOTMA changes (love it, by the way, very helpful).

[Click here to securely send me files](#)

**Bette J. Newcomer**, HCCP, NPCC, COS  
 Director of Compliance  
 D: (717) 972-5711 | [bnewcomer@mlcm.net](mailto:bnewcomer@mlcm.net)

M&L Compliance Management | 415 Fallowfield Road, | [mlcm.net](http://mlcm.net)

*The affordable housing industry is undergoing many changes, including requiring Agencies to implement new program eligibility criteria under the Housing Opportunity Through Modernization Act of 2016 (HOTMA). Virginia Housing researched the websites of other state Housing Finance Agency partners to see what guidance other agencies were sharing about HOTMA and was impressed with the Pennsylvania Housing Finance Agency's (PHFA) Property Management web page layout and its HOTMA Policies Matrix. The document's format is easy to follow, the and includes links to the source guidance on applicable for its managed programs and p*

*Our agency reached out to the PHFA Manag granted Virginia Housing permission to use. written program guidance for our Rental po housing finance agencies to brainstorm, sha issue. We appreciate PHFA's thorough HOTI willingness to assist.*

**Erica Etterling**, HCCP  
 Rental Compliance Support Manage  
 804-343-5713  
**Office Hours: Mon.&Wed.-7:30-3:3**

**Good Afternoon Heather:**

We were reviewing the HOTMA Matrix, which by the way we LOVE, and with the release of the updated 9-29 HUD notice we were wondering if PHFA will be making any changes to the published polices.

If you would be so kind as to let us know? Thank you!

**PENNROSE**  
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**Carol Krusey**  
 Compliance Analyst  
 Pennrose Management Company, AMO

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 Phone: 412.218.0706 | Email: [ckrusey@pennrose.com](mailto:ckrusey@pennrose.com)

Mission: Our committed team of exceptional professionals transforms communities by creating high quality real estate developments and delivering outstanding value to our clients and partners.

## Website:

<https://www.phfa.org/mhp/propertymanagement/>

## Questions?

Lisa Case, Manager of Project Operations –

[lcase@phfa.org](mailto:lcase@phfa.org)

Heather Black, Manager of Tax Credit Compliance –

[heblack@phfa.org](mailto:heblack@phfa.org)

## Thank you!