



 **INDIANA
UPLANDS**

A REGION ON THE RISE

READI
REGIONAL ECONOMIC ACCELERATION
& DEVELOPMENT INITIATIVE


Indiana
Economic Development Corp

Ready Housing Grant Program Summary Request for Proposals

*Advancing Regional Prosperity through Quality of Place and
Workforce Attraction Strategies*

June 17, 2022

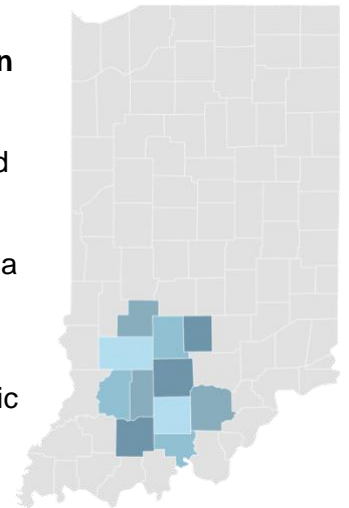


Contact: Maren Witte, READI Project Manager, readi@regionalloppportunityinc.org

Introduction

Regional Opportunity Initiatives, Inc. (ROI) was established in 2016 with a **mission to advance economic and community prosperity in the 11 counties of the Indiana Uplands**. ROI is growing potential and possibility through a focus on advanced sectors, regionalism, transformative school and workforce redesign, and placemaking strategies.

In support of its mission, ROI, Radius Indiana, and its regional partners submitted a regional development plan, *[A Region on the Rise](#)*, to the Indiana Economic Development Corporation (IEDC) last September in response to the State’s Regional Economic Acceleration and Development Initiative (READI). This plan outlines strategies and goals to help ensure the region realizes long-term economic vitality. Based on this document, the State of Indiana allocated \$30 million to fund programs and projects aligned with the regional goals outlined in the Uplands READI development plan.



Purpose

With guidance from the Uplands READI Steering Committee, ROI has developed the Ready Housing grant program, which will offer grant funding opportunities across the Indiana Uplands with the goal of increasing the supply of owner-occupied and rental housing to support needed workforce. Grants will be awarded based on how they align with stated goals in the Uplands READI Development Plan:

- Grow population in every Uplands county, reversing the trend of rural population decline
- Meet the workforce demands of key sector employers
- Provide place-based amenities needed to attract and retain population

Opportunity Analysis

In 2018, ROI provided planning grants for each of the 11 Uplands counties to create a plan celebrating each county’s unique quality of place and develop strategies that advance prosperity in their county and the region. Those efforts resulted in 11 county-wide [Quality of Place and Workforce Attraction Plans](#). All of the plans identified housing as a significant challenge. To address this concern, ROI commissioned RDG, a planning and design consultant specializing in housing, to complete a comprehensive regional and county-by-county housing analysis. In 2019, ROI published the [Indiana Uplands Housing Study](#) that provides quantifiable housing development goals for each county and the region as a whole.

The Housing Study outlines the following priorities:

- Elevating the quality of existing housing
- Overcoming undervaluations
- Accelerating lot development
- Developing below-market-rate housing
- Addressing codes and code enforcement
- Investing in quality of life features

Since the study's publication, the need for workforce housing has escalated. In order to help communities continue moving forward with the information outlined in the Housing Study, ROI launched a series of [webinars](#) that cover a variety of topics such as development of different housing types, missing middle housing, housing quality, developing a housing proforma, Residential Tax Increment Financing, and developing a home buyer education program. Recorded webinars and materials are available on the ROI website.

Program Description

Ready Housing will build upon initial planning efforts with funding made available from the State's READI program. The Indiana Uplands READI Steering Committee has initially allocated \$9 million to this program. The goal of this housing initiative is to financially support projects that align with both the Uplands' *READI Development Plan* and the *Indiana Uplands Housing Study* with an emphasis on **housing to attract and retain talent**. **Since the State's READI initiative is funded by the State's allocation of the American Rescue Plan Act's State and Local Fiscal Recovery Funds (SLFRF), Ready Housing grant projects will have to align with federal requirements.** This will impact both the potential uses of the funds and the implementation process for grants awarded.

Grant Guidelines

Objective:

The Ready Housing grant program will fund projects strategically designed to add workforce housing supply to the Uplands. For the purposes of this strategy, workforce housing will be defined as both owner-occupied and rental housing that is affordable to workers and close to their places of employment. Housing type and cost should meet the needs of the specific community as outlined by the Indiana Uplands Housing Study or more targeted local housing data. Projects should be designed to increase the housing supply by developing high-quality housing at an appropriate price point that supports stable rental and/or homeownership housing over the long term.

Prerequisites:

ROI will host a housing webinar on June 29, 2022, to help potential applicants through the process of applying for funding. It is highly recommended that interested parties attend the webinar to gain insights into preparing a successful proposal. As stated previously, projects must align with SLFRF funding guidelines. ROI staff members will be available throughout the application process to answer questions and work with potential grantees on how to make projects work within required parameters. Projects will need to consider the following when developing their application:

- Regional and county-level housing data
- Alignment with READI requirements and ARPA guidelines

It is important to note that applicants **must have control of the site prior to submitting an application**. Site control can include deeds, land options, contracts of sale, purchase agreements, and options to purchase.

To access the Ready Housing Request for Proposal application, visit ROI's online [grant portal](#), which can also be accessed on the Regional Opportunity Initiatives website.

Timeline:

Projects funded under this program must align with timelines for APRA. If necessary, projects can be completed in phases. Projects should be designed so that the phase of the project funded with READI funding is completed within the required deadlines.

See important dates below:

1. Project funds must be committed prior to June 30, 2023
2. Projects must show substantial progress within 12 months of the execution of the Ready Housing Grant Agreement with ROI
3. Projects must be completed and claims submitted prior to December 31, 2026

Eligible Applicants:

- County commissions and councils
- For-profit developers
- Incorporated cities and towns
- Nonprofits developers
- Water and sewer districts

Please contact ROI's READI Project Manager, Maren Witte, to confirm your organization's eligibility.

Responses to ROI's Request for Proposals will be submitted through [ROI's Grant Portal](#). Applicants will need to submit, as part of their proposal:

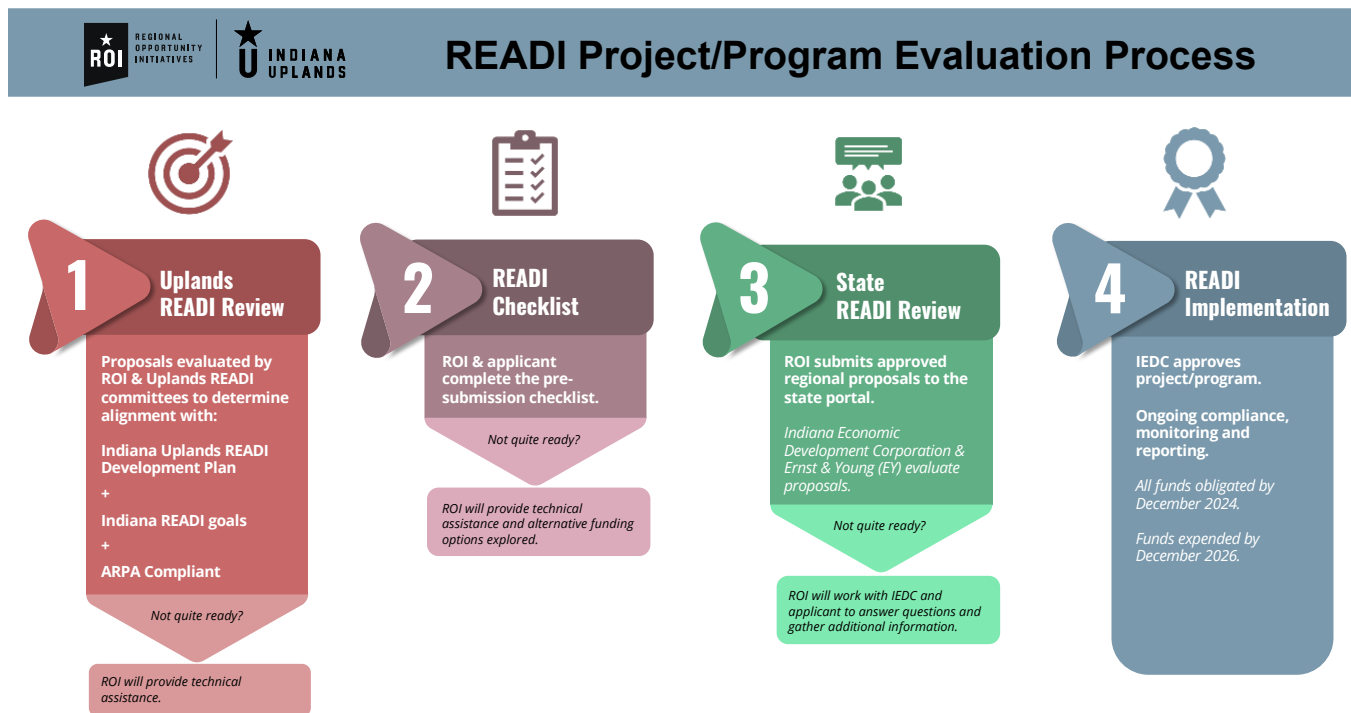
- Applicant contact information
- DUNs #, Federal ID #, SAMs #
- Development team/partners
- Project details
- Ownership structure
- Past development experience
- Development site information (including control of site documentation)
- IEDC provided project proforma (sources and uses)
- Project timeline
- Logic model
- Sealed bid federal procurement worksheet
- Project timeline
- Marketing/management information

Funding Available:

Ready Housing will be funded with up to \$9 million of the State’s READI allocation for the Indiana Uplands region. Grants will be available for housing projects at a minimum of \$500,000 per grant. All applications submitted will be reviewed and considered by the Uplands Ready Housing committee. The applications selected by the committee will be submitted to the State through the READI grant management portal for review by the Indiana Economic Development Corporation (IEDC) and their consultant, Ernst & Young LLP (EY). Applicants will receive notification of funding from ROI upon approval by IEDC/EY. Funds will be made accessible after execution of the Ready Housing Grant Agreement with ROI and in accordance with IEDC protocols for grant disbursement.

Evaluation Process:

ROI will post the RFP on its [Grant Portal](#) on June 17, 2022, and applications will be accepted on a rolling basis until funding is expended. READI-funded projects will need to be completed by **December 31, 2026**. Applications received by the 15th of the month will be reviewed that month by the Uplands Ready Housing Committee. High-scoring applications will be forwarded to IEDC’s READI grant portal for review by the State. Applicants will receive notice of status by the 15th of the following month.



Match Requirements:

The State READI initiative requires a 4:1 match to READI dollars with 1:1 from local government sources and 3:1 from private sources for the overall portfolio of projects. **Ready Housing will require a minimum match ratio of at least 2:1 with 1:1 from public sources**; however, projects with a higher match may be given additional consideration. Matching funds can come from local public funding (not state), private, or philanthropic sources. Examples include, but are not limited to, Tax Increment

Financing (TIF) funds, general tax funds, tax abatement, local ARPA funds, business/developer investments, private foundations, or community foundations. If you have questions about the project match, please contact ROI.

Eligible Projects:

Single- and multi-family housing developments or infrastructure projects for housing developments are eligible under this program. Projects should meet a need outlined in the Housing Development Program section of the county-level Indiana Uplands Housing Study. For example, the following table from the Indiana Uplands Housing Study shows a need for 653 owner-occupied units and 436 rental units in the sample county:

Sample housing development program from the Uplands Housing Study*

Figure E.12: Housing Development Program

Owner Occupied	2019-2025	2026-2030	Total
Affordable Low: \$60-100,000	53	44	97
Affordable Moderate: \$100-130,000	71	59	130
Moderate Market: \$130-200,000	102	86	188
High Market: Over \$200,000	129	109	238
	355	298	653
Total Renter Occupied	2019-2025	2026-2030	Total
Low: Less than \$450	79	66	145
Affordable: \$450-700	82	69	151
Market: Over \$700	76	64	140
	237	199	436
Total Need	592	497	1,089

Source: RDG Planning & Design

*Every county-specific section of the [Indiana Uplands Housing Study](#) has a corresponding table showing calculated need for that county.

Please refer to your county’s table in the Housing Study in preparing your grant application. The housing market in the Uplands has seen unprecedented growth since the publication of the Housing Study. As pricing has changed, please note the following for updated ranges by category:

Owner-Occupied:	
Affordable Low:	\$77,000 - \$129,000
Affordable Moderate:	\$129,000 – \$168,000
Moderate Market:	\$168,000 - \$258,000
High Market:	Over \$258,000

Based on average appreciation per the Federal Housing Finance Agency HPA Index.

Renter-Occupied:	
Low:	Less than \$499
Affordable:	\$499 - \$777
Market:	Over \$777

Based on CPI increases from 2018 to 2021.

Infrastructure Projects:

Infrastructure projects must be done in partnership with the entity that will own/operate the infrastructure systems, upon completion, such as a municipality or water and sewer district. Infrastructure projects for workforce or market-rate housing developments are eligible for funding.

Construction Projects:

Projects that request construction funding, rather than or in addition to infrastructure funding, must serve households that meet the definition of low-income or moderate-income as defined by the U.S. Treasury for the American Rescue Plan Coronavirus State and Local Fiscal Recovery Funds (SLFRF):

Treasury will presume that any projects that would be eligible for funding under either the National Housing Trust Fund (HTF) or the HOME Investment Partnership Program (HOME) are eligible uses of SLFRF funds. (pg. 106)

The following chart outlines HOME Investment Partnership Program income guidelines approved by HUD and effective June 15, 2022.

Metro FMR Area/County	1 Person	2 Person	3 Person	4 Person
Bloomington Metro FMR Area	\$47,800	\$54,600	\$61,450	\$68,250
Owen County Metro FMR Area	\$41,750	\$47,700	\$53,650	\$59,600
Indianapolis-Carmel Metro FMR Area (Brown County)	\$51,150	\$58,450	\$65,750	\$73,050
Washington County Metro FMR Area	\$41,750	\$47,700	\$53,650	\$59,600
Crawford County	\$41,750	\$47,700	\$53,650	\$59,600
Daviess County	\$41,750	\$47,700	\$53,650	\$59,600
Dubois County	\$46,400	\$53,000	\$59,650	\$66,250
Greene County	\$41,750	\$47,700	\$53,650	\$59,600
Lawrence County	\$41,750	\$47,700	\$53,650	\$59,600
Martin County	\$41,750	\$47,700	\$53,650	\$59,600
Orange County	\$41,750	\$47,700	\$53,650	\$59,600

For household sizes larger than 4-person, please see the [2022 Adjusted HOME Income Limits chart](#). ROI will consider mixed-income projects.

For questions or technical assistance on any of the requirements outlined above, please contact Maren Witte, READI Project Manager.

Evaluation Criteria:

Housing submissions will be scored using a rubric that includes some or all of the following criteria.

Category
<p>Alignment with Goals and Objectives:</p> <ul style="list-style-type: none"> • Alignment with the <i>Indiana Uplands Housing Study</i> and the regional goals and objectives outlined in the A Region on the Rise READI Development Plan • Meets a need outlined in the Uplands Housing Study • Meets IEDC’s READI funding parameters, including leveraging of additional funding sources. READI requires an overall portfolio match of 4:1. For this RFP, projects must meet at least a 2:1 match. Greater consideration may be given to projects that have a higher match.
<p>Developer Readiness:</p> <ul style="list-style-type: none"> • Developer qualifications, capacity/experience, and development history • Developer demonstrates financial readiness with a Letter of Interest from a banking institution that is supportive of the project • Developer has marketing plan for home sales and/or lease up
<p>Project Readiness:</p> <ul style="list-style-type: none"> • Developer has site control • Project concept demonstrates the use of high-quality design and materials • Developer has zoning approval or the likelihood of securing approval; if applicable • Absence of known environmental issues that might impact project timeline • Project timeline meets required deadlines <ul style="list-style-type: none"> ○ READI funded project can be completed prior to IEDC deadlines • Projects that show a commitment to sustainable, energy-efficient, and/or green building design will receive additional consideration
<p>Community Alignment:</p> <ul style="list-style-type: none"> • Project provides housing to support Uplands employers' needs within the labor shed. Labor shed is defined as the area or region from which an employment center draws its commuting workers • Project demonstrates community support
<p>Quality of Project</p> <ul style="list-style-type: none"> • Project demonstrates sensitivity to community context in placement, design, and access to amenities • Project uses high-quality materials and is built to minimize property maintenance

Contact:

If you have specific questions about any of the information in the grant guidelines, please contact Maren Witte, READI Project Manager.

Email: readi@regionalopportunityinc.org

Phone: (812) 459-6851