

## **Georgia Department of Community Affairs**

Mike Beatty, Commissioner www.dca.ga.gov



#### **CDBG Housing**

- Types of Grants
  - Single Activity:
    - Housing Activities Only
  - Multi-Activity:
    - Housing PLUS Infrastructure Activities

Note: Both Single-Activity and Multi-Activity are eligible for Revitalization Area Bonus Points

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#### **CDBG Housing**



#### Assessing Needs

- What are the needs community wide?
- Are there concentrations of substandard housing?
- Are there infrastructure needs in the same area?
- Are there multi dimensional needs beyond the scope of a single or multi activity grant?
  - ➤ Is project "phasing" a consideration?
- Determine the project area and type...

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### Single Activity/Multi Activity Differences



#### **Single Activity**

- Only Addresses Housing Activities
- May Include Several Activities
  - Rehabilitation
  - Reconstruction
  - Acquisition
  - Relocation
  - Demolition

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## Single Activity/Multi Activity Differences (Cont)



#### **Single Activity**

- Limit of \$500,000.
- May be City/County Wide, Target Area, Targeted to a Specific Group
  - > Elderly
  - > Handicapped
  - Working Families with Children

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## Single Activity/Multi Activity Differences (Cont)



#### **Multi-Activity**

- Traditionally Includes Housing AND Public Facilities Activities
- Can include Economic Development Activities
- Limit of \$800,000.
- Inter-related Activities

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## Single Activity/Multi Activity Differences (Cont)



#### **Multi-Activity**

- Same Target Area
- Comprehensive (Meets all/most of the Needs in the Target Area)
- Reasonable Distribution of Funds Between Activities

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- Acquisition of Real Property
- <u>Disposition</u> Costs Incidental to Disposing of Property Acquired with CDBG Funds

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- <u>Clearance</u> Of Dilapidated Structures, Appurtenances, and Other Items
- Interim Assistance
- Relocation Temporary or Permanent
- Removal of Architectural Barriers

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- Rehabilitation Of substandard housing
- Reconstruction Where Unfeasible to Rehab

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- Home Ownership Assistance
  - Down Payment
  - Closing costs

NOTE: DCA policy requires use of fixed rate mortgages on all CDBG funded projects

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#### Code Enforcement

NOTE: New Construction is NOT eligible unless as "last resort" OR approved Community Based Development Organization is used.

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# Eligible Activities Multi-Activity Can Include Public Facility Improvements Maximum \$800,000.

- Water Improvements
- Sewer Improvements
- Street Improvements
- Economic Development
  - Job creation/retention
- Redevelopment of Slum & Blight

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# Eligible Activities Multi-Activity Can Include Public Facility Improvements Maximum \$800,000.

- Drainage Improvements
- Limited Recreation Facilities
  - "Tot Lots"
  - Playgrounds

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## Eligible Activities Revitalization Area Strategy Maximum \$800,000.

#### Must be designated by DCA through application

- ✓ Officially adopt a local Redevelopment Plan in accordance with the Urban Redevelopment Act O.C.G.A. 36-61
- ✓ Eligible area of Census Block Group(s) of 20% or greater poverty level.

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## Eligible Activities Revitalization Area Maximum \$800,000.

#### Must be designated by DCA through application

- Develop strong local partnerships focusing local resources within the Revitalization Area.
- Submit application for designation to DCA.

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#### CDBG Housing Application Review Process

- Application Read and Reviewed by the Housing Panel
- Rank and Score based on:
  - > Feasibility of Project
  - Strategy Proposed
  - >Impact of Project

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- Cost of Proposed Project
  - Be Realistic in Terms of Proposed Goals
- Include preliminary engineering report (where applicable)
  - Describes infrastructure needs and work to be performed
  - > Includes cost estimates

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- Property Standards
- Outside Services and Resources
- Lead Based Paint
- Funding Sources and Commitments
- Operation Oversight
- Maps and Overview
- Selling Your Project

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- Realistic Minimum Property Standards you determine what standards you want in your community.
- Property Standards and Construction Standards.
- Code Violations and Incipient Violations.
- First priority should be given to Health, Safety, and ADA compliance.

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#### **Outside Services and Resources**



- Architects, Engineers, Abatement Specialist, Environmental and Soils Specialist, etc.
- Identify service required and what service will be rendered.
- Establish estimated cost.
- Procure a FIRM commitment letter specifying ongoing services specific to proposed project.

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#### Funding, Partnerships, Other Resources.

- Obtain FIRM commitment letters from all parties.
- Ensure that the commitment letters are issued and signed by authorized individuals.
- Pledges of support without commitment letters will not be considered.
- Indicate how each will be applied, at what point will these funds be released.
- Owner contributions if required.
- General Property Improvements (GPI) are not funded by CDBG.
- Secure firm, convincing documentation of participation from investor-owners.

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#### **Maps and Photos**

- DCA Form 12 spells out what is required on map.
  - Prefer map to be in common scale.
  - Show details: existing structures, street names, subject area(s), schools, etc.
  - Must include key to photographs.
  - Indicate status of structure (e.g. occupied, vacant, absentee owner/rental, non-targeted structure.
  - Indicate rehab or reconstruction.
  - INCLUDE FINANCIAL PLAN FORM (EXHIBIT H)

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- Photographs.
  - Show all 4 elevations if possible.
  - Interior photos should clearly represent condition of structure and problems described in narrative.
- Photographs of the owner, his or her family, in-laws, family pets, automobiles, etc. are not required.

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- "Rehab Feasibility Test Form": a good guideline.
- Exactly WHAT this project will achieve.
- Exactly WHY do you need this project, in this area.
- Exactly WHO will the project impact.
- Exactly HOW you will accomplish the project.
- Exactly WHERE the target area(s) are located.
- BE SPECIFIC!

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#### Lead-Based Paint

- ➤ Regulation Applies to all Housing Built Prior to 1978
- Demonstrate understanding of regulation requirements

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- Financing Technique(s) BE SPECIFIC
  - > Grants
  - Deferred Payment Loans
  - Leveraged Loans/Interest Buy Downs
- Include participation formula
  - Know your community! Be realistic with participation formula

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- Confirmation of proposed resources and partners
- Compliance with Applicable Laws
- Investor Owner Eligibility
  - > Financing
  - Rent Regulatory Agreement
- Timetable for proposed accomplishments

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- Unit by unit analysis of proposed activity
  - Include per unit cost estimate
  - Include description of proposed work needed with pictures illustrating problems (exterior and interior)
  - Complete "Financial Plan" Form (Appendix H)
- Descriptive map of all units targeted

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- Severity of problems described
  - Demonstrate needs in narrative AND with Pictures

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#### **Strategy Considerations**

- Alternatives to Strategy
  - Discuss other possible strategies and why the strategy proposed is best for problems described

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#### **Strategy Considerations**

- Discuss plan to prevent re-occurrence of problems addressed in grant proposal
  - Adoption of policies or ordinances
    - Code enforcement
    - Ongoing maintenance

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- Multi-Activity Projects
  - Describe how the project will affect stabilization and/or revitalization of
    - Target Area
    - Community as a whole

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#### Marketing of Program

- Who has expressed interest in Program?
- How will Interested be Generated and maintained?
- Are residents supportive of the program?
- Document Commitment from Owner Occupants and Investor Owners!

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#### **Impact Considerations**



- Impact Of Project
  - Documentation of severity of need
  - Describe the effect the proposed project will have on the identified needs as well as the community as a whole
  - How many persons will benefit
  - Overall CDBG Cost per person

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#### Successful Strategies

- Financial Participation
  - Percent of Rehab Cost:
    - Required participation is fixed percentage of estimated rehab cost:
  - Add Sliding Scale of Income:
    - Required participation is fixed percentage of estimated rehab cost based on income level

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- Percent of Income:
  - Required participation is fixed percentage of Annual Income
  - Add Sliding Scale of Income:
    - Required participation is fixed percentage of income based on income level

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# **Successful Strategies**Financial Participation



# Back End Mortgage

- If no ability to participate
- No "Deferral": The loan is repaid when property transfers
- Level of rehab keyed to degree of Participation
  - Health & Safety for little/no participation
  - Highest level including GPI's for most participation

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- Mandatory Homebuyer Counseling
- Credit Counseling
- Solid Commitment from other Funding/Support Sources
  - Include specifics with documentation from providers/sources

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- Innovative ideas to address other community concerns:
  - Employment training
  - Holistic approach to neighborhood revitalization
    - Addresses people problems along with housing/infrastructure problems

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# Acquisition

- Uniform Act
- Easements for Public Facility Improvements
- Dilapidated Units

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# **Compliance with Regulations**

- Relocation Permanent
  - Uniform Act (42 months)
    - Owner OR Tenant
  - 104(d) "Barney Frank" (60 Months)
    - Tenant Only (Rent to Rent)
    - One for One Replacement

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- Identify Available Resources
  - Comparable Units
- Provide Basis for Relocation
  - Current v. available rents

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# **Compliance with Regulations**

# **New Construction Eligibility**

- Not-for-profit or for-profit developer
  - Approved Community-Based Development Organization
- Last Resort
  - No Available Resources Exist
  - Cost exceeds allowable limits
    - Application must provide credible evidence
    - Cheaper to build (including parcel) than purchase

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# **Compliance with Regulations**



#### Reconstruction

- Replacement of Dilapidated Unit on SAME parcel when existing unit is not feasible
- Owner Occupied ONLY

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- Provide a Unit by Unit Analysis
  - Keyed to Map
  - Picture(s) of Units (Exterior and Interior)
  - List of Deficiencies for Targeted Units
  - Provide Cost Estimates

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#### **Cost Estimates:**

- Provide estimates based on complete walk through
- Keep in Mind that Actual work may be 1 or 2 years away....Budget Appropriately
- **Budget for Lead Hazard Control** 
  - Program will pay all LHC Costs



- For Target Area's:
  - Provide Target Area Data:
    - Total Number of Units
    - Total Number of Substandard
    - Total Number of Dilapidated



- For Target Area's:
  - Provide Target Area Data:
    - Total Number of Owner Occupied
    - Total Number of Renter Occupied
    - Total Number of Vacant
      - > Describe use where possible (rental, heir property, dilapidated, etc)



# For Target Area's:

 Provide Information about conditions of all infrastructure within the target area

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# For City/County Wide Programs

- Describe results of "windshield surveys"
- Provide rationale for jurisdiction-wide project
- Describe how units were chosen in a fair and equitable manner

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#### Provide Financial Plan!!!

- In narrative and form provided in Appendix H of Applicant Manual (Exhibit H in Guidelines for Residential Rehabilitation Programs)
- Explain formula for participation

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#### Don'ts



- Work in Previous CDBG Target Areas or Units
- Propose 100% Grants or 100% DPL's
- Propose Assistance to Landlords that exceeds 50% of Rehab Cost (Not including Lead Hazard Control)
- Include Elected Officials or their family members without full disclosure in the application (Conflict of Interest)

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#### Don'ts



- Exceed \$5,000. TOTAL COST to Rehab a **Manufactured Housing Unit without VERY** strong justification
- Prepare grant request based on Maximum funds available rather than needs identified





- Too Many 100% grants/DPL's
- Proposed Unit Deficiencies not adequately described (including narrative and pictures
- Per Unit cost Estimates not Included
- Flat Participation Amounts for All Participants regardless of income or level of rehab

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- High Percentage of Rental Properties proposed without convincing commitment to participate
- Lack of consistency throughout application
  - Numbers do not add up or differ from one section to another
  - DCA 8 does not reconcile with numbers projected in DCA 5
- Failure to present clear financial plan and participation formula
- Failure to describe who will play key roles in program administration
- Failure to address Lead Hazard Control

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# **Problems with Previous Applications**



- Lack of consistency in application or conflicting information provided
- Failure to adequately describe need for project (Including alternatives to strategy)
- Failure to budget for all needed activities
  - Temporary relocation
  - Easements/Acquisition
  - Lead Hazard Control
- Failure to Disclose Conflict of Interest

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- Units keyed to map
- If rehab of vacant units is proposed, provide plausible explanation
- Provide Basis for Cost
- Provide clear understandable participation formula

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- Include House by House Analysis
  - Units keyed to map
  - © Provide pictures (Exterior & Interior)
  - Cost Estimate by Unit
  - List of Deficiencies
  - © Feasibility Test Forms (for Reconstruction)

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- Avoid Acquisition of Dilapidated Units Where Possible
- If Rental Rehab is Proposed, Include Convincing Commitment Documentation from Owners
- Include Map Identifying all Units, Condition and Proposed Activity

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Uniform Act: 49 CFR, Part 24

Section 104(d) "Barney Frank":

24 CFR, Part 42

Lead-Based Paint: 24 CFR, Part 35

Last Resort: 49 CFR, Part 24.404

e-CFR Website

http://ecfr.gpoaccess.gov/

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# DISCUSS PROPOSED PROJECT WITH DCA STAFF

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# Community HOME Investment Program (CHIP)

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# **CHIP Eligible Activities**

Basically the same as CDBG Housing

#### **PLUS**

**New Construction** 

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- Property Standards
  - Must meet state and local codes
  - Must have written rehabilitation standards similar to work specifications and generally describe the method and materials to be used when performing rehabilitation activities
  - New construction must meet model energy code
  - Handicapped accessibility, if applicable

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# Basic HOME Rule – Long Term Affordability

Home	<b>Investment Pe</b>	r Unit

Less than \$15,000

\$15,000 - \$40,000

More than \$40,000

**New construction – rental** 

Refinancing of rental housing

#### **Term**

5 years

10 years

15 years

20 years

15 years

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## **Procurement**

- Applicable to private consultants, engineers, architects
- Not applicable to RDC's AND non-profits (CHIP only)
- Must follow the Common Rule (24 CFR Part 85)

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# **Rating Factors**

- Demographic Need
  - Absolute number of people in poverty
  - Percent of people in poverty
  - Per Capita Income

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# **Rating Factor**

- Program Strategy
  - Leveraged Resource Commitments
  - Public Private Partnerships
  - Long Term Commitment to Affordable Housing
  - Innovative Approaches
  - DCA Designated Revitalization Area

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# **Rating Factor**

- Program Feasibility
  - Design Quality
  - Cost Control and Cost Reasonableness
  - Resource Commitment
  - Marketing/Demand

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# Elements of a Successful Application – Program Strategy

## Leveraging

- Obtain real commitments with terms and conditions including estimated dollar amounts
- Set forth examples by each activity for total funds: CHIP, owner, and other funds
- Meet with lenders and obtain real commitments

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# Elements of a Successful ApplicationProgram Strategy

- Meet with partners and obtain real commitments:
  - Below market interest rates
  - Waive PMI
  - Longer Loan terms
  - Lower Origination fees
  - Finance closing costs and back taxes
  - Reduced closing costs
  - Homebuyer education
  - City and Non-Profit Contributions
  - Habitat Involvement

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# Elements of a Successful ApplicationProgram Strategy

- Public/Private Partnerships
  - Tell DCA who they are
  - Tell DCA the type of partner they are
  - Include their commitment letters with real terms and conditions
  - Meet with these partners and obtain firm commitments

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# Elements of a Successful Application – Program Strategy

- Long-term Commitment to Affordable Housing
  - Community's recent program history
  - Housing types and number of units/dollars
  - Future commitment strategic plans
  - Previous applications, even if not awarded
  - Community staff for housing
  - Local PHA or Non-profit Administrators
  - For-profit administrators
  - If administered by consultant, what is community's involvement

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# Elements of a Successful Application – Program Strategy

#### Innovation

- Describe innovative features
- Use essential features to program design
- Use unique features
- Special populations

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# Elements of a Successful Application – Program Strategy

- DCA Designated Revitalization Area
  - Bonus points for targeting CHIP assistance in DCA Designated Revitalization Area

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Department of

Community Affairs

## Elements of a Successful Applications – Program Feasibility

- Program Design
  - Present a quality program design
  - Detailed description of overall program
  - Program Administration
  - Role of each entity community, consultant, non-profit sub-recipient
  - Community's role
  - Responsible party for reports, financial accounting, application procedures, day-to-day operations
  - Does design meet identified needs
  - Proposed activities should conform to needs
  - Waiting lists for each activity
  - If proposing down payment assistance, give proof of standard affordable housing on market for sale

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- Program Design (continued)
  - Application in-take and processing
  - Include all procedures
  - Pre-screening
  - Pre- application
  - Full application
  - 1st come, 1st served
  - Client application documentation
  - Verification
  - Assistance with bank/other loan
  - Waiting lists
  - Development of new waiting lists
  - Mandatory homeownership counseling

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- Program Design (continued)
- Financing Technique
  - Maximum amount of CHIP by activity
  - Minimum required other or leveraged funds by activity
  - Basis for homeowner's portion
    - Every applicant does not need the same amount of assistance
    - Very-low income vs. low-income
    - Very-low might require 75% leverage
    - Low-income might require 50% leverage

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- Program Design (continued)
- Financing Technique
  - Or do you customize CHIP loan based on the gap financing needed after the first lender establishes the maximum loan amount
  - Caution some applicants in the past have set forth a financing plan for only one activity, but proposed several activities
  - Finance plan for each activity is required

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- Program Design (continued)
- Program Policies
  - Provide details
  - Set forth community's required program policies
  - Include DCA and HOME requirements

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- Program Design (continued)
- Construction Management
  - Contracting
  - Work write-ups
  - Bidding procedures
  - Negotiation or bidding
  - Bid packages
  - Minimum property standards
  - Pre-bid conference
  - Contractor qualifications
  - Contracts
  - Contractor solicitations
  - Inspections, draws, project completions
  - Lead based paint requirements

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- Cost Control and Cost Reasonableness
- Need specifics to assure proposed outcomes
- Need specifics to assure costs are reasonable for each activity
  - Number of units
  - Average CHIP
  - Maximum CHIP
  - Minimum Required Other Funds
  - Average Other Dollars
  - Total Dollars
  - PDC/unit (regular)
  - PDC/unit (lead)

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### **Elements of a Successful Application**

- Program Feasibility
- Cost Control and Cost Reasonableness (continued)
- Set forth maximum CHIP and minimum required leverage
- Tell DCA total cost including CHIP and leveraged funds
- List costs for lead hazard reduction separately
- If completed preliminary cost estimates, tell DCA
- What is basis of total project cost by activity

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- Cost Control and Cost Reasonableness (continued)
- Are costs and PDC's reasonable?
- Tell DCA specifics about budgeted costs
  - Based on previous program averages
  - Per square foot in market place
  - Verified, standard, affordable homes for sale

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- Resource Commitment
- Tell DCA types of funding proposed as leverage
- Show DCA the level of control you have over committed resources
- Get firm, not loose, commitments
- Propose appropriate, reasonable PDC's for each housing activity
- Get commitments for only what is needed
- Get dollar commitments
- Show only needed amount on DCA-8

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- Program Marketing/Demand
- Tell DCA basic marketing strategy
- Have all program applicants been pre-approved
- Present a well defined and/or proven marketing strategy
- Fair and open to all qualified applicants
- Document that proposed activity is needed and appropriate for community
- Existing waiting lists
- Proof of houses in standard condition on market at affordable price range
- Get details and documentation from real estate community

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## Revitalization Area Strategies

Partnering for Neighborhood Progress

### Revitalization Area Strategies (RAS)



#### **Purpose**

Encourage local governments to build strategies for redeveloping "blighted" areas



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#### Remember



- Revitalization applications must be turned in separately from CDBG applications.
- Applications accepted throughout the year prior to April 1<sup>st</sup>
- Additional documentation is normally accepted until June 1st

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## **CDBG** Revitalization Strategies



#### **Benefits**

- Can apply for CDBG every year
- Provides up to 20 bonus points on CDBG Annual Competition applications
- Five points on CHIP Annual Competition and Set-aside (if available) applications for projects in RAS areas
- Small amount of money may be available for planning

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### **Scoring Criteria**



- 1. Threshold Criteria
- 2. Economic Development tools
- 3. Investment Partnerships
- 4. Collaboration

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## **CDBG** Revitalization Strategies



### Threshold Criteria - 5 points

- Eligible census block group(s) 20% or greater poverty rate
- Urban Redevelopment Area (O.C.G.A. 36-61)
- CDBG Public Participation process



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## **CDBG** Revitalization Strategies



#### Economic Development tools - 5 points

- Tax Allocation District (O.C.G.A. 36-88)
- Community Improvement District
- Business Improvement District
- Enterprise Zone (O.C.G.A. 36-88)
- Other locally designated, geographically targeted strategies







#### <u>Investment Partnerships</u> – up to 5 points

- Includes funding partners such as:
  - Georgia Environmental Facilities Authority
  - Small Business Administration
  - U.S. Treasury
  - Tennessee Valley Authority
  - U.S. Department of Agriculture
  - Georgia Housing Finance Authority

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### Collaboration – up to 5 points

- Stakeholders may include:
  - Local lending institutions
  - Community or neighborhood housing organizations
  - Community based development organizations
  - Community development corporations
  - Community development entities

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### Establish an Urban Redevelopment Plan

- Cities
- Counties

By simple resolution.

No referendum required!

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#### 2005

- City of Waycross
- City of Ocilla
- City of Thomson/McDuffie County
- Hall County

#### 2006

- City of Barnesville
- City of Hartwell
- City of LaGrange

#### 2007

City of Fitzgerald

#### 2008

- City of Tifton
- City of Colquitt
- City of Darien
- City of Toccoa
- City of Washington
- City of Griffin

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### **RAS Projects**



City of Barnesville **Substandard Housing** Poorly maintained



City of Barnesville Homes face tracks Vacant industrial



City of LaGrange **Street Connections** 

Georgia<sup>\*</sup> Department of

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#### **RAS Projects**





City of LaGrange Safe, Affordable Rental Housing



Hall County- Substandard Housing



City of Hartwell Drainage Improvements

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City of Hartwell - Residential Blight

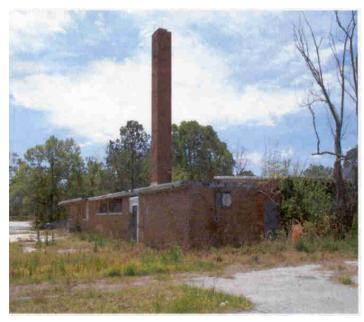


Hall County - Drainage

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Waycross - Blighted School



Thomson/McDuffie County Industrial Brownfield

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## **What They Did Well**



- Consulted with DCA staff during drafting
- Long-term vision for the area
- Well-defined area that included comprehensive activities
- Grassroots involvement from area residents
- Commitment from other funding partners
- Documented commitment from funders and stakeholders

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#### Understand the rules:

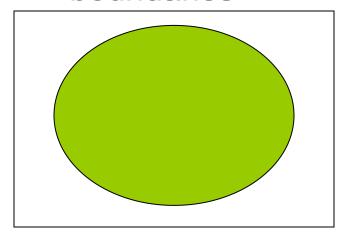
- RAS Form 1 checklist is just a reminder
- Read Applicants' Manual instructions for Revitalization Strategies
- Use the DCA Guidebook to URA
- Read O.C.G.A. 36-61-1 et seq. on the Urban Redevelopment Law

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### Maps

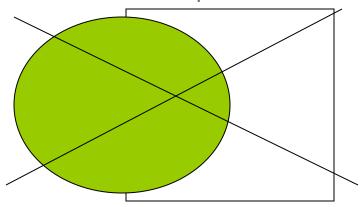


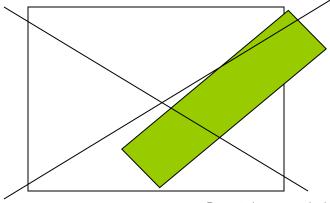
Projects must be entirely within RAS boundaries



- □ RAS Area
- CDBG on CHIP Application

CDBG/CHIP maps must make clear RAS boundaries









- Yearly Annual Progress Report RAS Form 2
- Three-Year Re-designation Certification

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### **DCA Strategy**



"Understanding a community's challenges and opportunities, working to develop locally-driven solutions, and bringing resources to the table."

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### **Your Strategy**



"Submit a competitive, successful application"

Hint:

COME TO THE APPLICANT WORKSHOP!!!!!!

DATES/LOCATION: TBA

USUALLY HELD IN THE BEGINNING OF DECEMBER

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## Georgia Department of Community Affairs



### Community Development and Finance Division

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http://www.dca.ga.gov

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