



OFFICE OF HOUSING

# Virtual ELA and SMAC Conference

## Southeast Region

OFFICE OF MULTIFAMILY HOUSING PROGRAMS

April 13-15, 2021



## **Southeast Region Update “A Floodway of Deals” Topics**

### **LaDonna Mills, Production Division Director, Atlanta**

- **Organizational Chart – Atlanta and Jacksonville Teams**
- **FY 21 Production Volume To Date verses FY20**
- **Current Pipeline Status**

### **Barbara Williams, Branch Chief, Underwriting Team 2– Jacksonville**

- **Multifamily Assignment Order – Queue Prioritization**
- **Application Pre-Screening (team, timing, and protocol)**
- **In Take Processing (Queue, Contractor and/or Team Assignment)**
- **Use of Catalyst**
- **Cost Certification – making it simple**



## **Southeast Region Update**

### **“A Floodway of Deals”**

### **Topics**

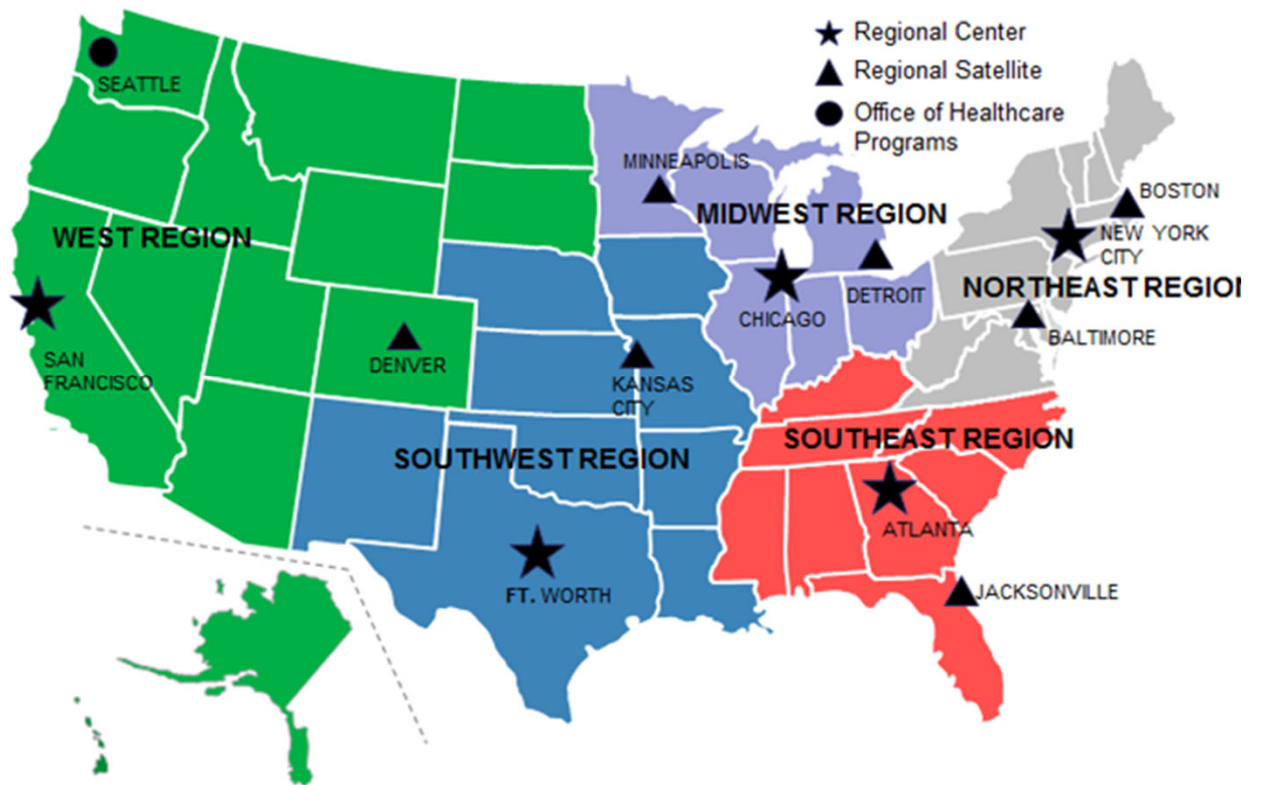
#### **Jon Bonner, Technical Branch Chief – Atlanta**

- Third Party Reports
- Technical staff processing times for CNA e-Tools-providing maximum flexibility
- What can be done to expedite environmental reviews?
- Assignment of HEROS
- Timing of Environmental Issues (“Clear Path”)
- Replacement Reserve and Non-critical repair escrow processing

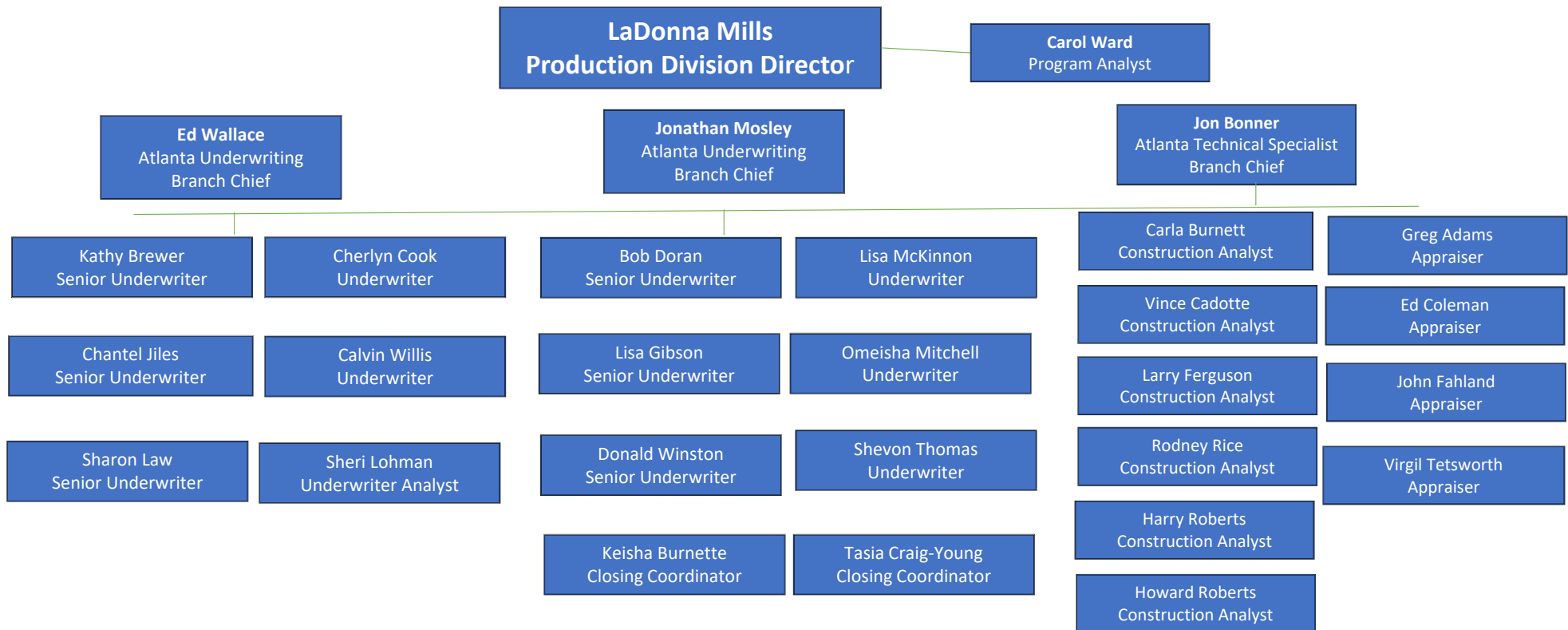
#### **Mark Malec, Technical Branch Chief – Jacksonville**

- New “CATS” System Development for efficiency and tracking
- Production SharePoint Tracking System for asset management review requests

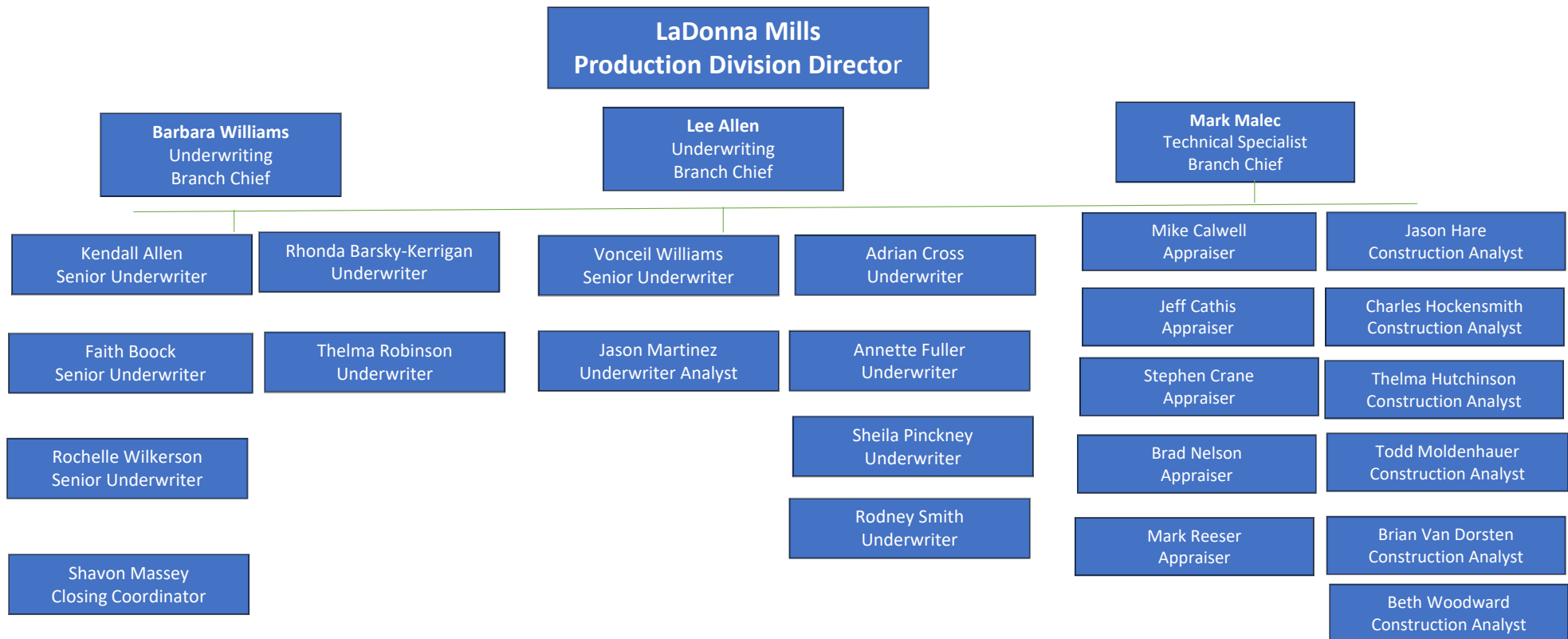
# HUD Southeast Region



# SOUTHEAST REGION MULTIFAMILY PRODUCTION DIVISION ATLANTA



# SOUTHEAST REGION MULTIFAMILY PRODUCTION DIVISION JACKSONVILLE





## **SE Region Production Summary**

### **Fiscal Year 2021**

**As of: March 31st**

- |   |            |
|---|------------|
| <b>1. Applications in queue waiting for assignment:</b> | <b>108</b> |
| <b>2. Applications waiting to clear intake:</b>         | <b>26</b>  |
| <b>3. Applications assigned to Grove Street:</b>        | <b>5</b>   |
| <b>4. Applications assigned to Sister Regions:</b>      | <b>0</b>   |

# **SE Region Production Pipeline**

**FY 21 vs FY 20**

**As of: March 31st**

**Category**

**FY 21**

**FY 20**

**Technical  
Underwriting**

**67**

**68**

**Outstanding  
Firm Invitations**

**18**

**11**

**Outstanding Firm  
Commitments**

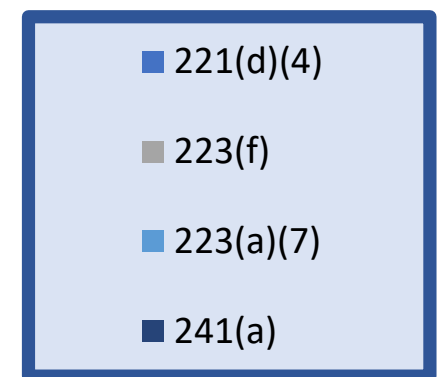
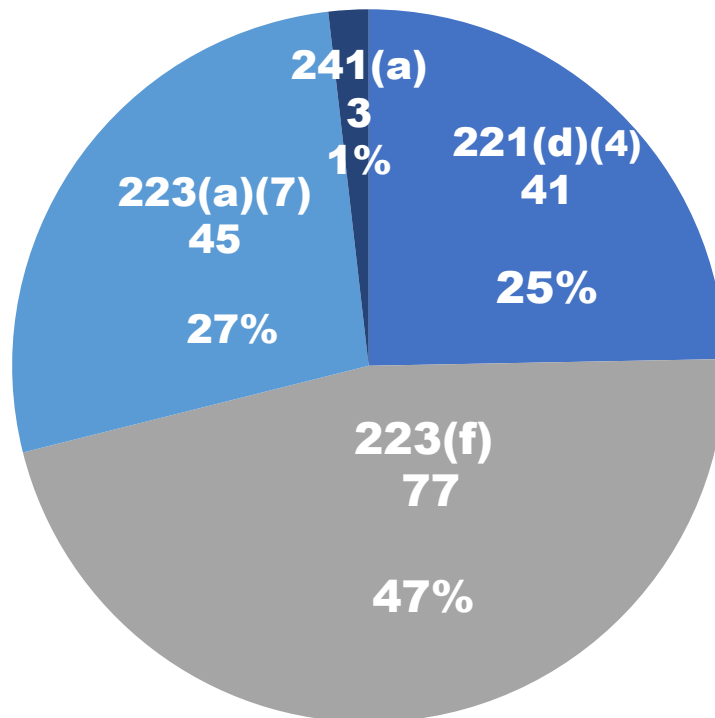
**87**

**51**



# Firm Commitments Issued

Fiscal Year 2021: 166  
As of: March 31st





# **Loans Endorsed**

## **FY 2021 vs FY 2020**

### **October 1<sup>st</sup> – March 31<sup>st</sup>**

<b>Category</b>	<b>FY 21</b>	<b>FY 20</b>
<b>Total Projects Closed in FY 21</b>	<b>156</b>	<b>120</b>
<b>Total Dollar Amount for FY 21 Closed Projects</b>	<b>\$2,936,546,900</b>	<b>\$2,158,324,800</b>

## **Production Volume since COVID 19 Pandemic (March 20, 2020 – March 31, 2021)**

**Number of Initial Endorsements issued**

**62**

**Number of Final Endorsements issued**

**240**

**Firm Invitations issued**

**38**

**Firm Commitments issued**

**279**

**New SAMA requests**

**540**

# Multifamily Production Goals

## Fiscal Year 2021: as of February 28th

Criteria	Actual#	Actual%	Target
221(d)(4)	14	100%	75%
221 (d)(4) Pre-apps	7	100%	75%
223(f)	28	82%	75%
223(a)7	35	97%	75%
290 processing	112	82%	95%
Affordable Units	9,234	91%	10,100

# **SE Region Staffing Updates**

## **Staff On-Board Effective April 1, 2021**

**SE Region Total on Board – 179**

**Includes:**

- **174 - Full Time Employees**
- **2 - CARES Act Employees**
- **3 - Students**

**Recent Hires (External)**

- **2 – In current 2<sup>nd</sup> Quarter of the FY**

**Production Staffing**

**Total on Board - 55**

- **Atlanta                      4 Vacant Positions**
- **Jacksonville            3 Vacant Positions**

# Defining our Biggest Challenges

- **Application Volume**
- **Staffing Shortage**



**Thank  
You**

