



10400 Detrick Avenue  
Kensington, MD 20895-2484  
(240) 627-9425



## Budget, Finance and Audit Committee

**May 12, 2023**  
**10:00 a.m.**

**Livestream:** <https://www.youtube.com/watch?v=Ks3TcZpZC7U>

HOC's offices are now open to the public. The public is invited to attend HOC's May 12, 2023 Budget, Finance and Audit Committee meeting in-person. HOC's Board of Commissioners and staff will continue to participate through a hybrid model (a combination of in-person online participation).

### **Approval of Minutes:**

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1. <b>Minutes:</b> Approval of Budget and Finance Committee Minutes April 14, 2023	3

### **Discussion/Action Items:**

Title	Page #
1. <b>Fiscal Year 2024 (FY'24) Budget Presentation:</b> Presentation of the FY 2024 Opportunity Housing Fund Budget	6
2. <b>Fiscal Year 2024 (FY'24) Budget Presentation:</b> Presentation of the FY 2024 Mortgage Finance and Real Estate Development Budgets	17

# Minutes

**HOUSING OPPORTUNITIES COMMISSION OF MONTGOMERY COUNTY**  
**10400 Detrick Avenue**  
**Kensington, Maryland 20895**  
**(240) 627-9425**

**Budget, Finance and Audit Committee Minutes**

**April 14, 2023**

For the official record of the Housing Opportunities Commission of Montgomery County, an open meeting of the Budget, Finance and Audit Committee was conducted via a hybrid platform (with some participating in-person and some participating online/via teleconference) on Friday, April 14, 2023, with moderator functions occurring at 10400 Detrick Avenue, Kensington, Maryland beginning at 10:03 a.m. There was a livestream of the meeting held on YouTube, available for viewing [here](#). Those in attendance were:

**Present In Person**

Richard Y. Nelson, Jr., Chair  
Frances Kelleher, Vice Chair, Commissioner

**Absent**

Jeffrey Merkowitz – Chair Pro Tem, Commissioner

**Also Attending**

Chelsea Andrews, Executive Director  
Marcus Ervin  
Vivian Ikoru

Timothy Goetzinger, Acting Chief Financial Officer  
Terri Fowler, Budget Officer

**Via Zoom**

Kayrine Brown, Deputy Executive Director  
Aisha Memon  
John Wilhoit  
Francisco Vega  
Fred Swan

Eugenia Pascal  
Darcel Cox  
Lynn Hayes  
John Brouillire  
Ellen Golf

**IT Support**

Aries “AJ” Cruz  
Genio Etienne

**Commission Support**

Jocelyn Koon, Senior Executive Assistant  
Lori Bonnette, Special Assistant to Commission

Committee Chair Nelson opened the meeting with a welcome and introduction of Commissioner Kelleher, and the Executive Director as well as key staff presenters. Commissioners Nelson began the meeting with the approval of the minutes.

### **APPROVAL OF MINUTES**

The minutes of February 17, 2023 open session were approved as submitted with a motion by Commissioner Kelleher and seconded by Commissioner Nelson. Affirmative votes were cast by Nelson and Kelleher. Commission Merkowitz was necessary absent and did not participate in the vote.

### **ACTION/DISCUSSION ITEMS**

**1. Fiscal Year 2024 (FY'24) Budget Presentation:** Presentation of the FY 2024 General Fund

Chelsea Andrews, Executive Director, provided an overview of the presentation and introduced Timothy Goetzinger, Chief Development Funds Officer/Acting Chief Financial Officer and Terri Fowler, Budget Officer who provided the presentation on the FY 2024 General Fund. There were no questions to be addressed by the Commission and no formal action was taken.

**2. Fiscal Year 2024 (FY'24) Budget Presentation:** Presentation of the FY 2024 Public Fund

Vivian Ikoru, Financial Analyst, and Terri Fowler, Budget Officer, provided the presentation on the FY 2024 Public Fund. Staff addressed questions of the Commission. No formal action was taken.

Based upon this report and there being no further business to come before this session of the Budget, Finance and Audit Committee, the meeting adjourned at 10:30 a.m.

Respectfully submitted,

Chelsea Andrews  
Secretary-Treasurer

/lb

# Discussion Items

## MEMORANDUM

**TO:** Housing Opportunities Commission of Montgomery County  
Budget, Finance and Audit Committee

**VIA:** Chelsea Andrews, Executive Director

**FROM:** Staff: Timothy Goetzinger, Acting Chief Financial Officer  
Terri Fowler, Budget Officer  
Vivian Ikoro, Financial Analyst

**RE:** **Fiscal Year 2024 (FY'24) Budget Presentation:** Presentation of the FY 2024  
Opportunity Housing Fund Budget

**DATE:** May 12, 2023

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### BACKGROUND:

The FY'24 Recommended Budget reflects the Agency's commitment to the use of **new technology, new approaches** to deliver on our mission, and the deployment of **new sources of capital** to support increased housing production in the County. Under our **new leadership**, the Agency budget includes a continued commitment to improving processes, addressing the backlog of deferred maintenance that resulted from the pandemic, and promoting a more robust commitment to one of our most valuable assets – staff.

The rental arrearages and rising costs have presented challenges in balancing the budget; however, the increased County Executive Voluntary Rent Guideline has served to provide the opportunity to generate additional rental revenue to support our efforts. Key to this is assisting our residents reestablish consistent rental payments. It is crucial to stabilize property income going forward by identifying key property metrics to monitor and boost performance. Property Management in conjunction with our newly established Asset Management team will focus on these efforts to maximize rental receipts and contain costs. HOC will continue to focus efforts here through decisions made in the budget.

We are also looking to invest in technology and systems to create a more agile and data-driven decision-making environment. We expect that these measures will respond to the aforementioned issues and positively impact property and agency financial performance and improve our customers' experience in accessing resources and assistance.

In addition to the Agency's focus on developing, managing and maintaining its real estate portfolio, HOC continues to deliver superior services to its customers that have adapted to the current and changing environment. These services are provided through various programs

including those offered through HOC Academy, the Family Self-Sufficiency program, Fatherhood Initiative, and several other programs offered by the Resident Services Division.

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#### **ISSUES FOR CONSIDERATION:**

The **Opportunity Housing Fund** includes HOC's fiscal year properties and the Opportunity Housing Reserve Fund ("OHRF"). The OHRF will be discussed during the Mortgage Finance and Real Estate Development Budget.

The Recommended Operating Budget for FY 2024 began with **\$331.8** million. Please note that the FY 2024 Recommended Budget that was presented to the Commission on April 5, 2023 was balanced with a draw from the General Fund Operating Reserve ("GFOR") account of approximately **\$1.56M** (see **SLIDE 2**).

The chart on **SLIDE 3** shows that funding in the Recommended Budget for the Opportunity Housing Fund was **\$110.56** million, the majority of which is based on Rental Income net of concessions and vacancy, coupled with income from retail space, laundry and parking income, and various fees. In addition, Federal Funding of \$42k from the McKinney Grant reimburses certain costs for units at Montgomery Arms. Finally, the Transfers Between Funds include County funding for various costs as well as funding for shortfalls at a few properties that are being covered by transfers from existing property cash or the GFOR account.

Overall, income increased by **\$3.73M** or **3.5%**, primarily due to an increase in Tenant Income resulting from the higher County Executive Voluntary Rent Guideline ("VRG") of 5.8% and an Operating Cost Adjustment Factor ("OCAF") of 6.6% used for rent increases.

The chart on **SLIDE 4** reflects the distribution of the Source of Funds of **\$110.56M** received to support the Opportunity Housing Fund. Tenant Rents make up **\$106.36M** or 96.20% of the revenue in the fund with the remaining **\$4.2M** or 3.8% coming from Transfers Between Funds, Non-Dwelling Income from retail space, laundry & parking income, various fees, and the federal grant for McKinney units.

**Slide 5** provides an overview of the five-year detail of Expenses in the Recommended Budget for the Opportunity Housing Fund, totaling **\$107.3** million, which is broken out into Operating and Non-Operating expenses.

Unlike the General Fund and Public Fund in which personnel costs make up the majority of the operating expenses, the Opportunity Housing Fund has expenses spread across several categories that support the operations of the properties including personnel, operating fees, maintenance, utilities, taxes and insurance, protective services, and bad debt expense. On the Non-Operating side, expenses include Debt Services, Operating and Replacement Reserve ("RfR") Contributions, Restricted Cash Flow, and Development Corporation Fees.

Overall, expenses increased by **\$3.0M** or **2.9%** from FY 2023, primarily due to increases in most operating expense categories coupled with higher Development Corporation Fee expenses that represents unrestricted cash from the properties that was partially offset by reductions in debt service payments and reserve contributions based on upcoming renovations coupled with a reduction in restricted cash flow.

The chart on **SLIDE 6** reflects the distribution of the Use of Funds of **\$107.30M**. The chart shows the breakout of Operating and Non-Operating expenses that are nearly equally divided between Operating expenses totaling **53.23%** and Non-Operating expenses of **46.77%**.

The three largest operating categories are Personnel of **\$15.05M** or 14.03%, Operating-Fees of **\$15.15M** or 14.12%, and Maintenance of **\$9.46M** or 8.82% with the balance being made up of Bad Debt of **\$3.40M** or 3.17%, and other administrative and operating costs, utilities, insurance and taxes totaling **\$14.05M** or 13.09%.

The largest non-operating category is Debt Service (principal, interest, and mortgage insurance) totaling **\$35.86M** or 33.42%, which equates to almost 3/4 of total non-operating expenses, followed by Contributions to Reserves which accounts for **\$5.14M** or 4.79%, and the distribution of cash flow to Development Corporation Fees of **\$6.04M** or 5.63% and Restricted Cash of **\$3.14M** or 2.92%.

The chart on **Slide 7** reflects a Five-Year history of Total Property Cash Flow, which is broken into three categories: Development Corporation Fees, Unrestricted Cash Flow, and Restricted Cash Flow. Total Projected Cash Flow has increased by approximately **\$1.03M** for FY 2024 when compared to FY 2023 largely due to the increase in Development Corporation Fees from the Metropolitan and VPC Two, Alexander House projecting positive cash flow instead of a loss, and increased cash flow from Strathmore Court that were partially offset by the removal of cash flow from Elizabeth House and a decrease in restricted cash flow at Cider Mill.

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**BUDGET IMPACT:**

None for FY'23. The budget, when adopted on June 14, 2023, will set the financial plan for the Agency for FY'24.

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**TIME FRAME:**

During April and May 2023, the Budget, Finance and Audit Committee will review the budget proposal in detail and recommend the FY'24 Budget, as amended, to the full Commission for adoption at the June 14, 2023 meeting. The Commission must adopt a budget for FY'24 before the fiscal year begins on July 1, 2023.

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**STAFF RECOMMENDATION & COMMISSION ACTION NEEDED:**

No action is requested at this time.



# **Charts Highlighting FY 2024 Opportunity Housing Fund Budget**

# **Budget, Finance & Audit Committee Meeting FY 2024 Opportunity Housing**

**May 12, 2023**

# Fund Summary

## FY 2024 Recommended Budget

### Fund Summary Overview

### FY 2024 Recommended Budget

	Revenues	Expenses	Net
<b>General Fund</b>	\$28,833,067	\$33,661,211	(\$4,828,144)
<b>Draw from General Fund Operating Reserve ("GFOR")</b>	\$1,559,302	\$0	\$1,559,302
<b>Multifamily Bond Funds</b>	\$20,083,529	\$20,083,529	\$0
<b>Single Family Bond Funds</b>	\$8,753,600	\$8,753,600	\$0
<b>Opportunity Housing Fund</b>			
<b>Opportunity Housing Reserve Fund ("OHRF")</b>	\$7,062,108	\$1,611,686	\$5,450,422
<b>Restrict to OHRF</b>	\$0	\$5,450,422	(\$5,450,422)
<b>Opportunity Housing &amp; Development Corporation Properties</b>	\$110,433,909	\$107,292,402	\$3,141,507
<b>Draw from GFOR for MetroPointe Deficit</b>	\$127,335	\$0	\$127,335
<b>Public Fund</b>			
<b>Housing Choice Voucher Program ("HCVP")</b>	\$135,453,598	\$135,453,598	\$0
<b>Federal and County Grants</b>	\$19,513,178	\$19,513,178	\$0
<b>TOTAL - ALL FUNDS</b>	<b>\$331,819,626</b>	<b>\$331,819,626</b>	<b>\$0</b>

\* Revenues and Expenses include inter-company Transfer Between Funds

# Opportunity Housing Income Overview

## FY 2020 through FY 2024

Opportunity Housing and Development Corporations	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2023 to FY 2024	
	Actual	Actual	Actual	Amended Budget	Recomm Budget	\$ Change	% Change
<b>Income</b>							
Tenant Income	\$96,642,639	\$100,296,519	\$102,603,695	\$104,189,151	\$108,002,075	\$3,812,924	3.7%
Non-Dwelling Rental Income	\$992,000	\$1,572,716	\$1,733,768	\$1,022,065	\$945,305	(\$76,760)	-7.5%
Federal Grant	\$49,571	\$40,645	\$44,859	\$45,800	\$42,000	(\$3,800)	-8.3%
Miscellaneous Income	\$229,554	\$300,694	\$358,796	\$84,935	\$113,407	\$28,472	33.5%
Investment Interest Income	\$13,537	(\$12,746)	\$180	\$120	\$540	\$420	--
Transfer Between Funds	\$2,715,279	\$2,810,515	\$1,838,470	\$1,486,747	\$1,457,917	(\$28,830)	-1.9%
<b>Total Income</b>	<b>\$100,642,580</b>	<b>\$105,008,343</b>	<b>\$106,579,768</b>	<b>\$106,828,818</b>	<b>\$110,561,244</b>	<b>\$3,732,426</b>	<b>3.5%</b>

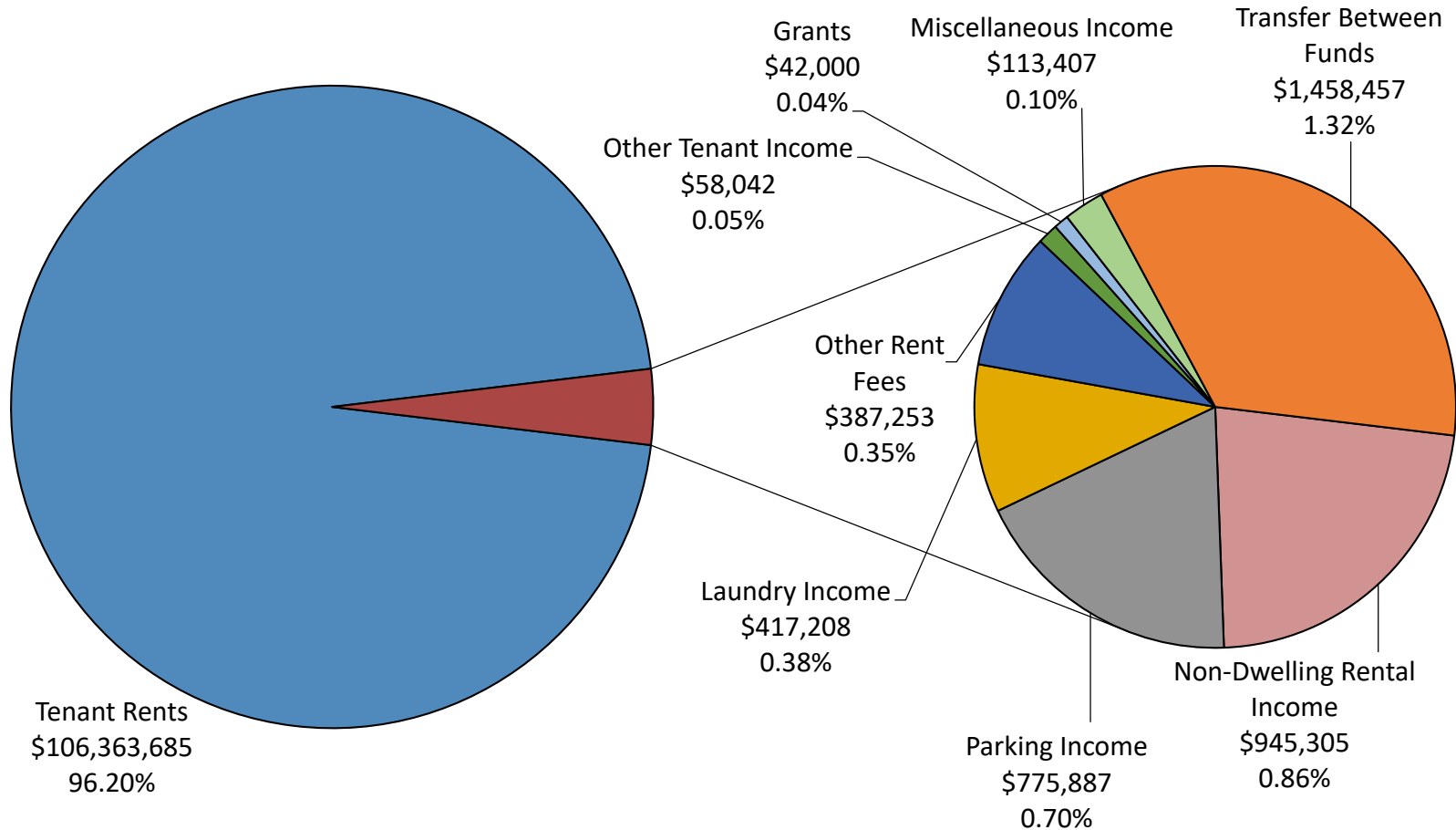
**Tenant Income** includes rental income, concessions, vacancy, laundry and parking income, and various fees (such as late fees, NSF fees, damage fees, etc)

**Transfers Between Funds** are non-operating income from sources such as operating cash or reserves, or County funds for HOA Fees, utilities, and Rental License Fees.

# Source of Funds

## FY 2024 Recommended Budget

**\$110,561,244**



# Opportunity Housing Overview

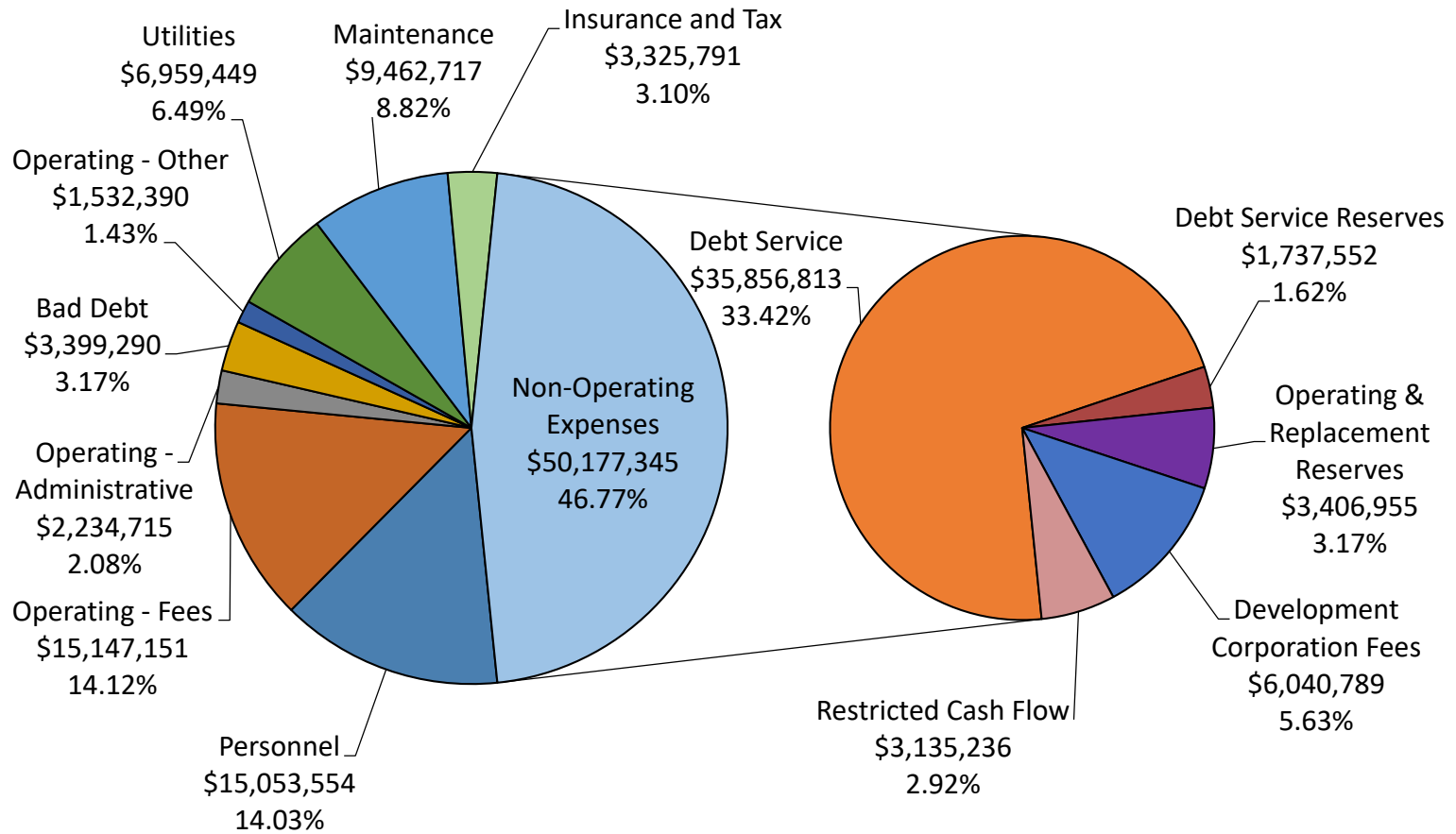
## FY 2020 through FY 2024

Opportunity Housing and Development Corporations	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2023 to FY 2024	
	Actual	Actual	Actual	Amended Budget	Recomm Budget	\$ Change	% Change
<b>Expenses</b>							
Personnel Expenses	\$14,151,152	\$14,810,108	\$14,117,952	\$14,648,204	\$15,053,554	\$405,350	2.8%
Operating Expenses - Fees	\$13,444,710	\$14,271,450	\$14,328,060	\$15,236,036	\$15,147,151	(\$88,885)	-0.6%
Operating Expenses - Administrative	\$2,689,619	\$2,469,423	\$3,176,750	\$2,319,147	\$2,234,715	(\$84,432)	-3.6%
Bad Debt	\$1,439,878	\$3,324,955	\$2,510,454	\$2,249,100	\$3,399,290	\$1,150,190	51.1%
Tenant Services Expenses	\$347,720	\$268,432	\$224,750	\$406,438	\$388,948	(\$17,490)	-4.3%
Protective Services Expenses	\$1,087,234	\$923,967	\$996,939	\$817,065	\$1,143,442	\$326,377	39.9%
Utilities Expenses	\$5,563,980	\$6,650,743	\$7,628,137	\$6,579,905	\$6,959,449	\$379,544	5.8%
Insurance and Tax Expenses	\$2,317,868	\$2,800,079	\$2,506,574	\$2,921,295	\$3,325,791	\$404,496	13.8%
Maintenance Expenses	\$8,443,370	\$8,068,170	\$10,782,297	\$8,685,397	\$9,462,717	\$777,320	8.9%
Interest Payment	\$21,597,743	\$21,432,131	\$23,193,443	\$24,269,319	\$24,076,646	(\$192,673)	-0.8%
Mortgage Insurance	\$1,167,416	\$1,161,162	\$1,082,601	\$976,720	\$862,116	(\$114,604)	-11.7%
Principal Payment	\$11,002,405	\$11,987,691	\$12,041,042	\$11,011,474	\$10,918,051	(\$93,423)	-0.8%
Debt Service Reserves	\$645,623	\$2,054,519	\$1,854,195	\$1,738,071	\$1,737,552	(\$519)	-0.0%
Operating and Replacement Reserves	\$3,677,674	\$3,564,452	\$3,537,674	\$3,551,784	\$3,406,955	(\$144,829)	-4.1%
Restricted Cash Flow	\$4,061,680	\$3,573,368	\$2,246,647	\$3,631,650	\$3,135,236	(\$496,414)	-13.7%
Development Corporation Fees	\$6,668,476	\$5,343,739	\$5,758,672	\$5,217,052	\$6,040,789	\$823,737	15.8%
<b>Total Expenses</b>	<b>\$98,306,548</b>	<b>\$102,704,389</b>	<b>\$105,986,187</b>	<b>\$104,258,657</b>	<b>\$107,292,402</b>	<b>\$3,033,745</b>	<b>2.9%</b>
<b>NET CASH FLOW</b>	<b>\$2,336,032</b>	<b>\$2,303,954</b>	<b>\$593,581</b>	<b>\$2,570,161</b>	<b>\$3,268,842</b>	<b>\$698,681</b>	<b>27.2%</b>

# Uses of Funds

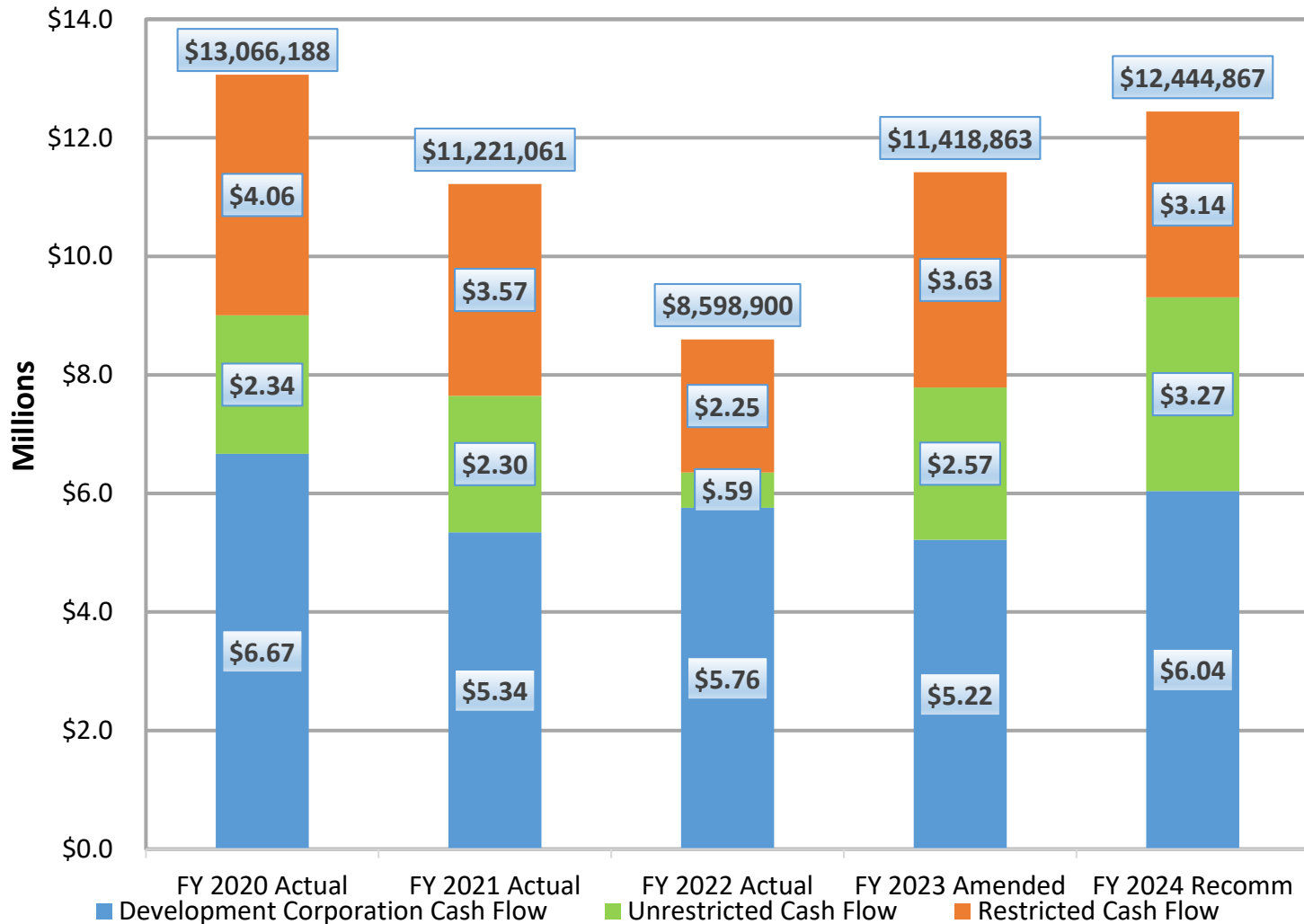
## FY 2024 Recommended Budget

**\$107,292,402**



# Cash Flow – FY 2020 through FY 2024

## Total Cash Flow





## MEMORANDUM

**TO:** Housing Opportunities Commission of Montgomery County  
Budget, Finance and Audit Committee

**VIA:** Chelsea Andrews, Executive Director

**FROM:** Staff: Timothy Goetzinger, Acting Chief Financial Officer  
Terri Fowler, Budget Officer

**RE:** **Fiscal Year 2024 (FY'24) Budget Presentation:** Presentation of the FY 2024  
Mortgage Finance and Real Estate Development Budgets

**DATE:** May 12, 2023

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### BACKGROUND:

The FY'24 Recommended Budget reflects the Agency's commitment to the use of **new technology, new approaches** to deliver on our mission, and the deployment of **new sources of capital** to support increased housing production in the County. Under our **new leadership**, the Agency budget includes a continued commitment to improving processes, addressing the backlog of deferred maintenance that resulted from the pandemic, and promoting a more robust commitment to one of our most valuable assets – staff.

The rental arrearages and rising costs have presented challenges in balancing the budget; however, the increased County Executive Voluntary Rent Guideline has served to provide the opportunity to generate additional rental revenue to support our efforts. Key to this is assisting our residents reestablish consistent rental payments. It is crucial to stabilize property income going forward by identifying key property metrics to monitor and boost performance. Property Management in conjunction with our newly established Asset Management team will focus on these efforts to maximize rental receipts and contain costs. HOC will continue to focus efforts here through decisions made in the budget.

We are also looking to invest in technology and systems to create a more agile and data-driven decision-making environment. We expect that these measures will respond to the aforementioned issues and positively impact property and agency financial performance and improve our customers' experience in accessing resources and assistance.

In addition to the Agency's focus on developing, managing and maintaining its real estate portfolio, HOC continues to deliver superior services to its customers that have adapted to the current and changing environment. These services are provided through various programs including those offered through HOC Academy, the Family Self-Sufficiency program, Fatherhood Initiative, and several other programs offered by the Resident Services Division.

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**ISSUES FOR CONSIDERATION:**

It is worth noting that the Mortgage Finance and Real Estate Development division budgets involve all five funds; the General Fund, Multifamily and Single Family Bond Funds, the Opportunity Housing Reserve Fund (“OHRF”) that is a part of the Opportunity Housing Fund, and the County Grant section of the Public Fund.

The Recommended Operating Budget for FY 2024 began with **\$331.8M**. Please note that the FY 2024 Recommended Budget, that was presented to the Commission on April 5, 2023 was balanced with a draw from the General Fund Operating Reserve (“GFOR”) account of approximately **\$1.56M** (see **SLIDE 2**).

The chart on **SLIDE 3** shows a 5-year detail of the Mortgage Finance Division. The division generates Loan Management and Commitment Fees on the transactions that are financed by HOC and monitored for loan and regulatory compliance. Commitment Fees, which are one time fees, are split with 40% being unrestricted to support Agency operations and 60% restricted to the OHRF for future capital investment in real estate. The fees for FY 2024 have increased **\$3.04M** from the Recommended Budget of which approximately **\$1.22M** is unrestricted and **\$1.82M** is restricted.

The chart on **SLIDE 4** reflects the distribution of the **\$15.276M** Source of Funds from Mortgage Finance, which includes Commitment Fees of **\$7.435M** (48.67%) with **\$4.461M** (29.20%) restricted to the OHRF and **\$2.974M** (19.47%) going to the General Fund to support Agency Operations, Bond Draws of **\$4.156M** (27.21%) to support the administrative costs of the Multifamily and Single Family programs, FHA Risk Sharing of **\$1.081M** (7.08%), a County Closing Cost Grant of **\$209k** (1.37%), and Loan Management Fees of **\$2.395M** (15.67%).

The chart on **SLIDE 5** reflects the distribution of the **\$5.679M** Use of Funds for Mortgage Finance, which includes Personnel of **\$2.874M** (50.60%), Other Operating expenses of **\$135k** (2.37%), Management Fees of **\$1.527M** (26.88%), Mortgage Insurance and Trustee Fees of **\$63k** (1.11%), and FHA Risk Sharing of **\$1.081M** (19.04%).

The chart on **SLIDE 6** shows a 5-year detail of the Real Estate Development Division. The transfer between funds reflects the draw from the OHRF to pay for Real Estate Division salary and benefits as well as predevelopment funds related to projects that are in the early conceptual or planning stages. The costs are only drawn if the expenses cannot be directly charged to a particular transaction. Development Fees, which are one time in nature, are split with 40% being unrestricted to support Agency operations and 60% restricted to the OHRF for future capital investments. The fees for FY 2024 have increased **\$3.40M** from the Recommended Budget of which approximately **\$1.36M** is unrestricted and **\$2.04M** is restricted.

The changes introduced in this packet are reflected on **SLIDE 7**. The impact of the changes to Income and Expenses introduced in this presentation result in an increase of **\$2.58M** in fee

income to the General Fund and an increase in fee income to the OHRF of **\$3.87M**. The change in the OHRF will result in more income being restricted to the fund.

Since the Recommended Budget was balanced with a draw from the General Fund Operating Reserve (“GFOR”) account of approximately **\$1.56M**, staff recommends that this draw be removed and the remaining surplus of **\$1.02M** be restricted to the GFOR to restore the funds that are anticipated to be drawn to balance the FY 2023 Budget as a result of the removal of Commitment Fees that have moved to FY 2024. Staff anticipates that there may be small changes between now and June as a result of updates to the complement and final grant funding and will present a reconciliation when the FY 2024 budget is presented to the Commission for approval at the June 7, 2023 meeting.

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**BUDGET IMPACT:**

None for FY’23. The budget, when adopted on June 14, 2023, will set the financial plan for the Agency for FY’24.

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**TIME FRAME:**

During April and May 2023, the Budget, Finance and Audit Committee will review the budget proposal in detail and recommend the FY’24 Budget, as amended, to the full Commission for adoption at the June 14, 2023 meeting. The Commission must adopt a budget for FY’24 before the fiscal year begins on July 1, 2023.

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**STAFF RECOMMENDATION & COMMISSION ACTION NEEDED:**

No action is requested at this time.

# **Charts Highlighting FY 2024 Mortgage Finance and Real Estate Development Budget**

# **Budget, Finance & Audit Committee**

## **Meeting**

### **FY 2024 Mortgage Finance & Real Estate Development**

**May 12, 2023**

# Fund Summary

## FY 2024 Recommended Budget

### Fund Summary Overview

### FY 2024 Recommended Budget

	Revenues	Expenses	Net
<b>General Fund</b>	\$28,833,067	\$33,661,211	(\$4,828,144)
<b>Draw from General Fund Operating Reserve ("GFOR")</b>	\$1,559,302	\$0	\$1,559,302
<b>Multifamily Bond Funds</b>	\$20,083,529	\$20,083,529	\$0
<b>Single Family Bond Funds</b>	\$8,753,600	\$8,753,600	\$0
<b>Opportunity Housing Fund</b>			
<b>Opportunity Housing Reserve Fund ("OHRF")</b>	\$7,062,108	\$1,611,686	\$5,450,422
<b>Restrict to OHRF</b>	\$0	\$5,450,422	(\$5,450,422)
<b>Opportunity Housing &amp; Development Corporation Properties</b>	\$110,433,909	\$107,292,402	\$3,141,507
<b>Draw from GFOR for MetroPointe Deficit</b>	\$127,335	\$0	\$127,335
<b>Public Fund</b>			
<b>Housing Choice Voucher Program ("HCVP")</b>	\$135,453,598	\$135,453,598	\$0
<b>Federal and County Grants</b>	\$19,513,178	\$19,513,178	\$0
<b>TOTAL - ALL FUNDS</b>	<b>\$331,819,626</b>	<b>\$331,819,626</b>	<b>\$0</b>

\* Revenues and Expenses include inter-company Transfer Between Funds

# Mortgage Finance Overview

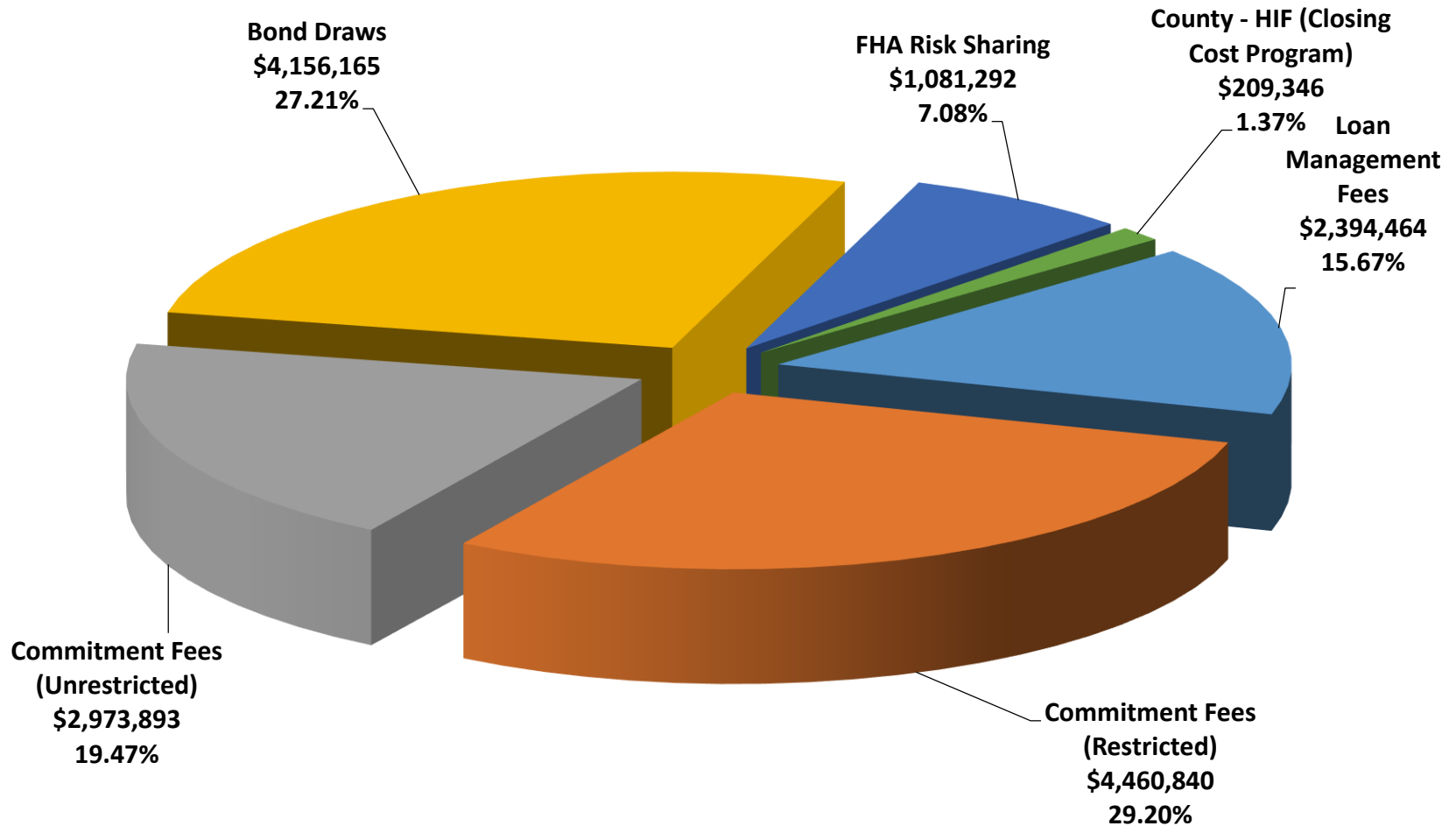
## FY 2020 through FY 2024

Mortgage Finance Division	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2024	FY 2024 Recommended	
	Actual	Actual	Actual	Amended Budget	Recommended Budget	Revised Budget	to FY 2024 Revised	% Change
							\$ Change	% Change
<b>Income</b>								
Loan Management Fees	\$1,937,733	\$2,182,119	\$2,432,954	\$2,497,729	\$2,394,464	\$2,394,464	\$0	0.0%
Commitment Fees - Unrestricted	\$1,345,482	\$999,320	\$1,020,040	\$1,913,154	\$1,757,560	\$2,973,893	\$1,216,333	69.2%
Commitment Fees - Restricted	\$2,096,009	\$1,498,980	\$1,530,060	\$2,869,730	\$2,636,340	\$4,460,840	\$1,824,500	69.2%
County - HIF	\$178,356	\$169,654	\$172,570	\$194,826	\$209,346	\$209,346	\$0	0.0%
Miscellaneous Income	\$20,361	\$3,577	\$44,704	\$0	\$0	\$0	\$0	0.0%
Bond Drawdowns	\$3,098,947	\$2,886,671	\$3,230,553	\$3,833,035	\$4,156,165	\$4,156,165	\$0	0.0%
FHA Risk Sharing	\$1,102,136	\$1,518,820	\$1,659,452	\$1,076,667	\$1,081,292	\$1,081,292	\$0	0.0%
<b>Total Income</b>	<b>\$9,779,024</b>	<b>\$9,259,141</b>	<b>\$10,090,333</b>	<b>\$12,385,141</b>	<b>\$12,235,167</b>	<b>\$15,276,000</b>	<b>\$3,040,833</b>	<b>24.9%</b>
<b>Expenses</b>								
Personnel Expenses	\$2,023,454	\$1,964,869	\$2,020,323	\$2,658,526	\$2,873,946	\$2,873,946	\$0	0.0%
Operating Expenses	\$158,291	\$148,546	\$136,564	\$127,999	\$134,845	\$134,845	\$0	0.0%
Management Fees	\$1,073,710	\$921,710	\$1,038,800	\$1,407,360	\$1,526,760	\$1,526,760	\$0	0.0%
Trustee Fees	\$31,178	\$37,344	\$26,324	\$54,158	\$61,635	\$61,635	\$0	0.0%
Restricted Cash Flow	\$220,417	\$216,128	\$400,894	\$0	\$0	\$0	\$0	0.0%
FHA Risk Sharing	\$1,102,136	\$1,502,780	\$1,739,677	\$1,076,667	\$1,081,292	\$1,081,292	\$0	0.0%
Mortgage Insurance	\$1,508	\$1,092	\$829	\$788	\$915	\$915	\$0	0.0%
<b>Total Expenses</b>	<b>\$4,610,694</b>	<b>\$4,792,469</b>	<b>\$5,363,411</b>	<b>\$5,325,498</b>	<b>\$5,679,393</b>	<b>\$5,679,393</b>	<b>\$0</b>	<b>0.0%</b>
<b>NET CASH FLOW</b>	<b>\$5,168,330</b>	<b>\$4,466,672</b>	<b>\$4,726,922</b>	<b>\$7,059,643</b>	<b>\$6,555,774</b>	<b>\$9,596,607</b>	<b>\$3,040,833</b>	<b>46.4%</b>

# Mortgage Finance Sources & Uses

## Where The Money Comes From

**\$15,276,000**

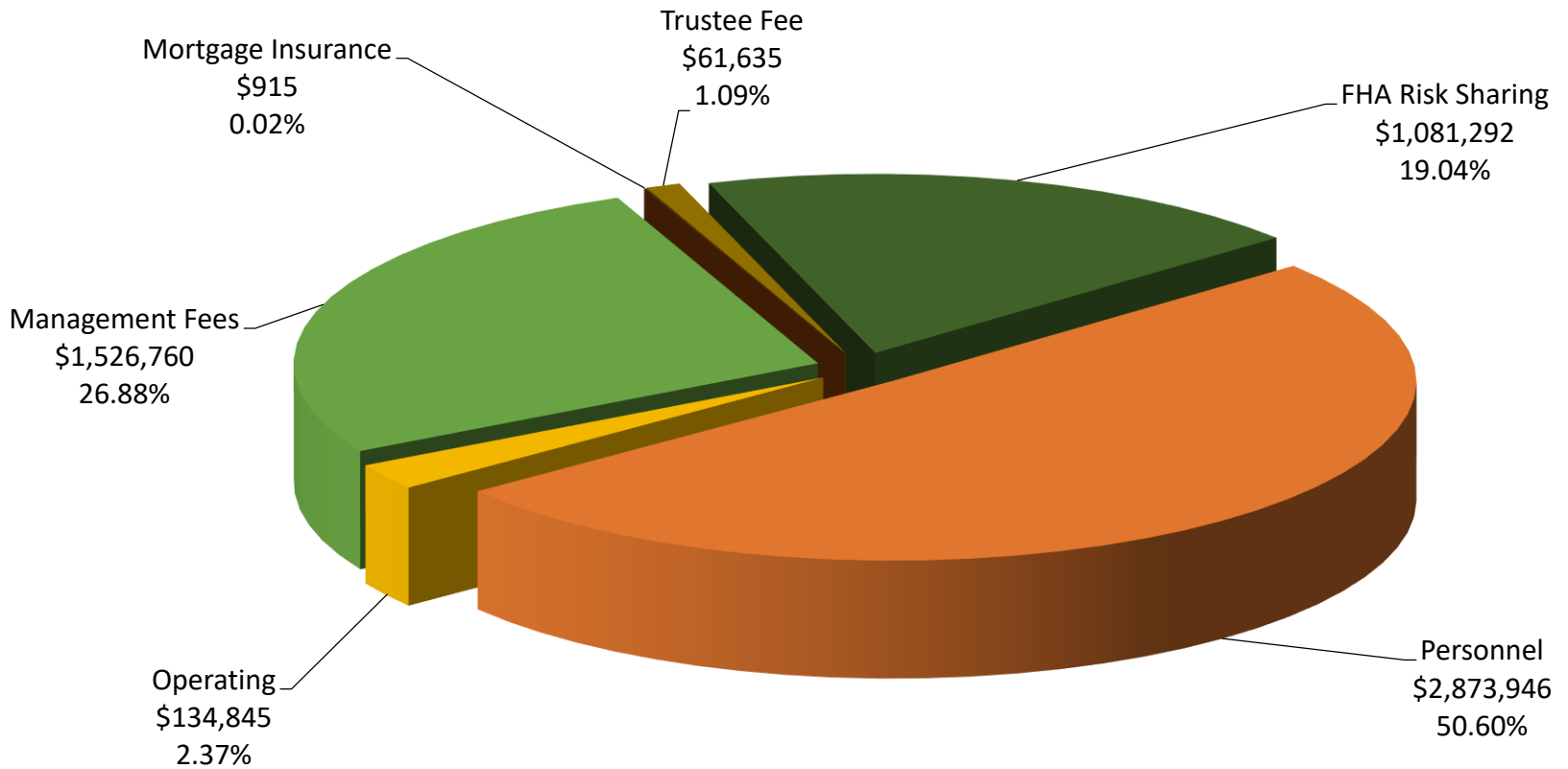




# Mortgage Finance Sources & Uses

## Where The Money Goes

**\$5,679,393**



# Real Estate Development Overview

## FY 2020 through FY 2024

Real Estate Division	FY 2020 Actual	FY 2021 Actual	FY 2022 Actual	FY 2023	FY 2024	FY 2024	FY 2024 Recommended	
				Amended Budget	Recommended Budget	Revised Budget	to FY 2024 Revised \$ Change	% Change
<b>Income</b>								
Development Fees - Unrestricted	\$1,824,352	\$1,318,272	\$2,418,376	\$2,110,707	\$2,950,513	\$4,312,486	\$1,361,973	46.2%
Development Fees - Restricted	\$2,736,528	\$1,977,409	\$3,627,563	\$3,166,063	\$4,425,768	\$6,468,728	\$2,042,960	46.2%
Transfer Between Funds	\$1,265,613	\$1,098,601	\$1,153,627	\$1,571,876	\$1,611,686	\$1,611,686	\$0	0.0%
<b>Total Income</b>	<b>\$5,826,493</b>	<b>\$4,394,282</b>	<b>\$7,199,566</b>	<b>\$6,848,646</b>	<b>\$8,987,967</b>	<b>\$12,392,900</b>	<b>\$3,404,933</b>	<b>37.9%</b>
<b>Expenses</b>								
Personnel Expenses	\$1,936,919	\$1,803,962	\$1,943,804	\$2,373,081	\$2,481,431	\$2,481,431	\$0	0.0%
Operating Expenses - Fees	\$4,306	\$2,888	\$4,288	\$4,020	\$4,020	\$4,020	\$0	0.0%
Operating Expenses - Administrative	\$162,847	\$75,732	\$84,990	\$324,187	\$320,620	\$320,620	\$0	0.0%
Insurance and Tax Expenses	\$2,237	\$182	\$990	\$1,110	\$1,100	\$1,100	\$0	0.0%
Maintenance Expenses	\$0	\$0	\$0	\$1,000	\$1,056	\$1,056	\$0	0.0%
<b>Total Expenses</b>	<b>\$2,106,309</b>	<b>\$1,882,764</b>	<b>\$2,034,072</b>	<b>\$2,703,398</b>	<b>\$2,808,227</b>	<b>\$2,808,227</b>	<b>\$0</b>	<b>0.0%</b>
<b>NET CASH FLOW</b>	<b>\$3,720,184</b>	<b>\$2,511,518</b>	<b>\$5,165,494</b>	<b>\$4,145,248</b>	<b>\$6,179,740</b>	<b>\$9,584,673</b>	<b>\$3,404,933</b>	<b>55.1%</b>

# Fund Summary

## FY 2024 Revised Budget as of 5/12/2023

Fund Summary Overview	FY 2024 Revised Budget		
	Revenues	Expenses	Net
<b>General Fund</b>	\$28,833,067	\$33,661,211	(\$4,828,144)
Update to Commitment Fees (40%)	\$1,216,333	\$0	\$1,216,333
Update to Development Fees (40%)	\$1,361,973	\$0	\$1,361,973
<b>Draw from General Fund Operating Reserve ("GFOR")</b>	\$1,559,302	\$0	\$1,559,302
<b>Remove Draw from GFOR</b>	(\$1,559,302)		(\$1,559,302)
<b>Multifamily Bond Funds</b>	\$20,083,529	\$20,083,529	\$0
<b>Single Family Bond Funds</b>	\$8,753,600	\$8,753,600	\$0
<b>Opportunity Housing Fund</b>			
<b>Opportunity Housing Reserve Fund ("OHRF")</b>	\$7,062,108	\$1,611,686	\$5,450,422
Update to Commitment Fees (60%)	\$1,824,500	\$0	\$1,824,500
Update to Development Fees (60%)	\$2,042,960	\$0	\$2,042,960
<b>Restrict to OHRF</b>	\$0	\$5,450,422	(\$5,450,422)
<b>Update Restriction to OHRF</b>	\$0	\$3,867,460	(\$3,867,460)
<b>Opportunity Housing &amp; Development Corporation Properties</b>	\$110,433,909	\$107,292,402	\$3,141,507
<b>Draw from GFOR for MetroPointe Deficit</b>	\$127,335	\$0	\$127,335
<b>Public Fund</b>			
<b>Housing Choice Voucher Program ("HCVP")</b>	\$135,453,598	\$135,453,598	\$0
<b>Federal and County Grants</b>	\$19,513,178	\$19,513,178	\$0
<b>TOTAL - ALL FUNDS</b>	<b>\$336,706,090</b>	<b>\$335,687,086</b>	<b>\$1,019,004</b>

\* Revenues and Expenses include inter-company  
Transfer Between Funds

# Adjourn