



New Hampshire
COMMUNITY
LOAN FUND

2024 PRICE Act Application

New Hampshire Community Loan Fund

Public Hearing – May 13, 2024

Ground Rules

To sign into the virtual meeting as a participant:

- You must type your name and town you reside in into the chat
 - No comments will be noted on record anonymously
-

No off-topic comments will be addressed:

- If more than 2 off topic comments are made by any participant, they will be removed from the meeting
- They will be warned prior to removal after the first off topic comment



Who We Are

- **New Hampshire Community Loan Fund**
40-year history providing financing and technical assistance to resident-owned manufactured-home communities
-

NH Community Development Finance Authority

Decades of experience in administering CDBG funds to ROCs



Who We are

Resident-owned Communities (ROCs)

- Helps residents of manufactured-home parks form cooperatives to collectively purchase the land beneath their homes
- 149 ROCs in NH, nearly half ROCs in the US
- 0 failures
- Created national model in 2008 – ROC USA



\$75 Million Application

Resident-owned Communities (ROCs)

- Infrastructure improvement **\$60 Million**
- New housing opportunities **\$500,000**
- Preservation and revitalization **\$8 Million**
- Grant administration **\$6.5 Million**



Need: Infrastructure Improvement

- Aging systems and deferred maintenance by former investor owners of parks
- Sewage leaks, leaking underground oil tanks, E. coli-contamination, unsafe electrical systems
- Health & safety issues; financial insecurity

Need: Infrastructure Improvement

- Many communities do not qualify for USDA-RD, NH-DES, or CDBG funds that traditionally support this work

PRICE Act Fund Use: Available for infrastructure improvements at all 149 NH ROCs, with priority given to 46 ROCs with \$131 Million in repair needs. Between 15 to 18 ROCs with up to 1,650 LMI residents will benefit.



Need: New Housing Opportunities

- Existing housing crisis was exacerbated during pandemic
- NH needs 60,000 new units by 2030
- Owning a manufactured home in a ROC is now the most affordable housing option in the state, more affordable than renting similarly sized apartment



Need: New Housing Opportunities

- Many ROCs have vacant lots that could hold new homes
- Without a pre-existing pad, installing a new home can be unaffordable

PRICE Act Fund Use: 25 to 30 new pads, including site preparation and utility hook-ups



Need: Preservation & Revitalization

- Well-capitalized private equity groups are buying up manufactured home parks, driving up N.H. park prices by 25% in the last decade
- Since 2016, at least 10 N.H. parks have been purchased by out-of-state investors for \$245 Million

PRICE Act Fund Use: 4 to 6 new ROCs are created through land purchased beneath their homes, preserving between 500 and 800 homes for affordable housing

Need: Preservation & Revitalization

- Low-cost financing is needed to help residents compete for park ownership
- Manufacture-housing park cooperatives are not eligible for New Market Tax Credits or Low-income Housing Tax Credits

PRICE Act Fund Use: Create a revolving loan fund to help low-income homeowners cooperatively purchase and preserve their parks

Vision

- All ROC residents will have the resources to maintain and repair the infrastructure systems needed for health, safety, environmental mitigation, and improved financial savings
- Increase the supply of affordable manufactured housing in ROCs
- Affordable financing for park residents to cooperatively purchase their parks



Goal

- 15 to 18 ROCs repair infrastructure (\$60 Million)
- 25 to 30 pads for new homes (\$500,000)
- 4 to 6 new ROCs created, preserving up to 800 new homes (\$5 Million)
- 4 to 7 ROCs will complete projects with gap financing (\$3M)
- Technical assistance to prepare ROCs for infrastructure repair, will be shared nationally



Approach

- 149 ROC surveys sent; 64 responses
- 19 need 1 system repaired; 45 have more than 1
- 46 ROCs with \$131 Million in total need
- Projects will cost between \$1 Million and \$7 Million
- Projects will take between 6 and 24 months



Scoring Rubric

| Prioritization | | 13.0% |
|--|--------|-------|
| Criteria | Points | |
| Public Water | 3 | |
| Private Water | 3 | |
| Septic | 2 | |
| Municipal Wastewater | 2 | |
| Electrical | 1 | |
| Willingness to submeter/promote conservation | 2 | |

| Need | | 62.0% |
|---|--------|-------|
| Criteria | Points | |
| Known system issues | 10 | |
| Need for both drinking and wastewater | 2 | |
| Distressed area | 10 | |
| ROC Specific Income Survey | 25 | |
| Unavailability of other funding sources per system: | 15 | |
| <i>Electric</i> | 5 | |
| <i>Water</i> | 5 | |
| <i>Wastewater</i> | 5 | |

| Readiness + Capacity | | 25.0% |
|--|--------|-------|
| Criteria | Points | |
| Existing engineering report <5 years | 5 | |
| Board capacity to work with TA, engineers, and construction crews: | 20 | |
| <i>Annual meeting records available</i> | 5 | |
| <i>Up to date on financial obligations</i> | 5 | |
| <i>Regular contact w/TA</i> | 5 | |
| <i>Regular board meetings</i> | 5 | |

| Threshold Criteria | | |
|---|--|-----------|
| Criteria | | Points |
| Completed needs survey sent in April 2024 | | Pass/Fail |
| Good Standing with N.H. Secretary of State | | Pass/Fail |
| Income Survey Completion 70% | | Pass/Fail |
| Contractual relationship w/ NHCLF (current or willing to sign TA agreement) | | Pass/Fail |

| | |
|---------------------|------------|
| Total Points | 100 |
|---------------------|------------|

This information can also be accessed via our application documents (page 18) which are posted on our website.

<https://communityloanfund.org/app/uploads/2024/05/PRICE-Act-Narrative.pdf>

Environment & Resilience

- Low Impact Development techniques to improve runoff and drainage issues
- Removal of trees and branches to maintain power during storms
- Water and sewer repair to improve water quality
- Removal of underground petroleum tanks
- Weather resistant and climate-appropriate materials
- Connection to renewable energy



Capacity

- NH CDFA oversees two rounds of CDBG projects each year, averaging 8 projects per round, \$500,000 per project
- New Hampshire Community Loan Fund has helped dozens of ROCs obtain more than \$43 Million in USDA-RD, NH DES, and CDBG financing to complete projects since 2000
- New Hampshire Community Loan Fund has assisted 31 ROCs access \$30 Million in ARPA funds since 2022



Application Access

- Our complete application and other information can be found at **communityloanfund.org/price**.
- For accessibility accommodation for our application documents, please email us at **priceact@communityloanfund.org**.
- Si vous avez besoin de traduire ce document en français, veuillez nous contacter au **priceact@communityloanfund.org**
- Si necesita traducir este documento al español, por favor contáctenos en **priceact@communityloanfund.org**



Questions & Comments

