

ESCAMBIA COUNTY HOUSING FINANCE AUTHORITY
APPROVED BUDGET
OCTOBER 1, 2018 THROUGH SEPTEMBER 30, 2019

	Approved FY18-19 ECHFA Budget Oct 2018 - Sep 2019		Amended FY18-19 Total Budget Oct 2018-Sep 2019		Variance From Approved Budget	% Change from Approved Budget
Income:						
ISSUER FEES AND OTHER INCOME	207,000	5.44%	213,161.00	6,161.00		2.98%
MULTI-FAMILY DEVELOPMENT PROGRAM INCOME ¹	213,000	5.60%	119,744.00	(93,256.00)		-43.78%
URBAN INFILL PROGRAM INCOME ²	47,000	1.24%	33,100.00	(13,900.00)		-29.57%
TBA PROGAM INCOME ³	1,736,000	45.62%	1,074,000.00	(662,000.00)		-38.13%
SECOND MORTGAGE SATISFACTIONS ⁴	506,000	13.30%	565,700.00	59,700.00		11.80%
INTEREST INCOME- BANKS	128,000	3.36%	144,200.00	16,200.00		12.66%
INTEREST INCOME-BOND ISSUES	236,000	6.20%	241,000.00	5,000.00		2.12%
INTEREST INCOME-LGIP	69,000	1.81%	79,200.00	10,200.00		14.78%
NET REALIZED & UNREALIZED GAINS	(5,000)	-0.13%	(1,000.00)	4,000.00		-80.00%
OTHER INCOME ⁵			-	0.00		100.00%
FROM RESERVES ⁶	1,298,800	34.13%	1,209,963.00	(88,837.00)		-6.84%
Total ECHFA Income	<u>4,435,800</u>	<u>117%</u>				<u>0.00%</u>
Bond - Interest/Investment Income			837,198.87	837,198.87		100.00%
Bond - Contributions			1,415,625.00	1,415,625.00		100.00%
Bond - Premium			589,200.00	589,200.00		100.00%
Total Bond Income						
Total All Income	<u>4,435,800</u>		<u>6,521,091.87</u>	<u>2,085,291.87</u>		<u>47.01%</u>
Expense:						
SALARIES AND RELATED BENEFITS ⁷	909,000.00	23.89%	909,000.00	0.00		0.00%
LEGAL, ACCTING & ADVISORY FEES	75,000.00	1.97%	65,050.00	(9,950.00)		-13.27%
OFFICE RENT	55,000.00	1.45%	54,550.00	(450.00)		-0.82%
GENERAL OPERATING & ADMINISTRATIVE ⁸	109,000	2.86%	70,000.00	(39,000.00)		-35.78%
TRAVEL, LODGING & MEALS	42,000	1.10%	23,000.00	(19,000.00)		-45.24%
DEPRECIATION	5,000	0.13%	5,000.00	0.00		0.00%
MEMBERSHIPS, DUES, & SUBSCRIPTIONS	21,000	0.55%	21,000.00	0.00		0.00%
EDUCATIONAL CONF. FEES & TRAINING ⁹	32,000	0.84%	29,000.00	(3,000.00)		-9.38%
BOND ISSUANCE COSTS- ADVERTISING	20,000	0.53%	1,486,000.00	1,466,000.00		7330.00%
TBA S/F LOAN PROGRAM COI ¹⁰	897,000.00	23.57%	736,500.00	(160,500.00)		-17.89%
BOND RELATED TRAVEL	5,000.00	0.13%	5,000.00	0.00		0.00%
MULTI-FAMILY DEVELEOPMENT EXPENSES ¹¹	500,000.00	13.14%	2,500.00	(497,500.00)		-99.50%
URBAN INFILL PROGRAM EXPENSES	5,000.00	0.13%	5,000.00	0.00		0.00%
GRANTS/MINI HOMES ¹²	200,000.00	5.26%	7,500.00	(192,500.00)		-96.25%
NON-AMORTIZING SECOND MORTGAGES ¹³	1,560,800.00	41.01%	1,800,000.00	239,200.00		15.33%
Total ECHFA Expense	<u>\$4,435,800</u>	<u>117%</u>		<u>0.00</u>		<u>100.00%</u>
Bond - Interest Expense			787,519.00	787,519.00		100.00%
Bond - Issuer's Fee			226,727.37	226,727.37		100.00%
Bond - Trustee Expense			4,245.05	4,245.05		100.00%
Bond -COI Expense			273,000.00	273,000.00		100.00%
Bond -Premium on Purchase			10,500.00	10,500.00		100.00%
			6,521,091.42	<u>2,085,291.42</u>		
Net Income	<u>\$0</u>		<u>0</u>	<u>0.00</u>		

(1) The Authority still holds residual inducement retainers for the Springhill Project and Delphin Downs projects. The developers have received tax credit funding. The Authority is also working on the Taylor Pointe Development. This budget reflects anticipated fees associated with issuing the related bonds.

(2) During FY17-18, the Authority completed nine (9) Urban Infill projects with an additional thirteen (13) in various stages of construction. With the added flexibility and the increase of the revolving fund to \$2,000,000, the budget estimates twenty to twenty-two (20-22) Urban Infill homes will be completed during the 2018-2019 fiscal year. The administrative fee is 1.5% to 2.5% of the sale price of the home.

(3) TBA revenue is based on TBA loans pooled/sold during the year. FY 16-17 TBA loans pooled/sold was \$16,400,000. With the addition of the Freddie Mac program and the increase in home sales in general, FY 17-18 TBA loans pooled/sold is \$25,800,000. The FY18-19 budget is based on TBA loans pooled/sold of \$26, 800,000. Past origination volumes are not necessarily indicative of future volume. TBA revenue also includes TBA S/F Lender Extension Fee Income (\$10,000) based on actual receipts through the month ending 07/31/2018.

(4) Assumed prepayment rate of 5.7% of outstanding balance of TBA 0% 30 yr Deferred 2nd Mortgages based on total DPA outstanding and actual receipts through 07/31/2018 (net of Leon HFA sharing agreement). Past Origination volumes are not indicative of future volume.

(5) Nothing is budgeted for MBS Sales/residuals for FY 18-19.

(6) The FY2017-2018 Budget, as proposed, is estimated to require up to \$1,298,800 from reserves.

(7) The salary budget includes estimates for increased costs in benefits and raises. Also, in September 2018, the Authority added a benefits eligible Compliance Officer p

(8) Includes computer budget for the further implementation of the IT Strategic Plan (i.e. upgrade to business server, computer rotation, etc.) and the Host Policy budget of \$2,500 for "expenditure of Authority funds for certain employee recognition and appreciation activities, certain employee functions, and specified business relationship building activities."

(9) Includes funds for a FY 2018-2019 Contribution to the Sadowski Educational Effort ("SEE") of \$15,000 pending approval of the Board when presented.

(10) FY 16-17 TBA COI expenses based on projected TBA loans pooled/sold. FY 16-17 TBA loans pooled/sold was \$16,400,000. With the addition of the Freddie Mac program and the increase in home sales in general, FY 17-18 TBA loans pooled/sold is \$25,800,000. The FY18-19 TBA COI budget is based on TBA loans pooled/sold of \$26, 800,000. Past origination volumes are not necessarily indicative of future volume. This budget line includes ongoing account fees for outstanding issues.

(11) The Board appropriated \$1,000,000 for the Multi-Family Development Loan Program on December 9, 2014. The FY17-18 amount represents an extension of a portion of the balance of that appropriation, excluding the write down of the Olive Road property.

(12) The mini homes program was approved at the September 12, 2017 Board meeting. These funds will be used as needed to supplement the construction and sale of mini homes.

(13) FY 16-17 TBA DPA expenses based on projected TBA loans pooled/sold. FY 16-17 TBA loans pooled/sold was \$16,400,000. With the addition of the Freddie Mac program and the increase in home sales in general, FY 17-18 TBA loans pooled/sold is \$25,800,000. The FY18-19 TBA DPA budget is based on TBA loans pooled/sold of \$26, 800,000. Past origination volumes are not necessarily indicative of future volume.