# SHIFT Developer Pool RFQ FAQ: July 21, 2026

1. **Has the County prioritized certain locations for development?**

   County staff are identifying particular publicly owned properties for development as part of the Site-Specific RFP planned for release this Fall. Properties released through this RFP will be chosen for their suitability for SHIFT development and may include properties held by the Treasurer-Tax Collector as tax defaulted. The planned NOFA released alongside the Site-Specific RFP will not have particular locations targeted, but it will consider the geographic dispersion of awarded projects in order to ensure the pilot has successful cases across the County.

2. **When will funding begin distribution to projects?**

   Funding will be available for distribution once a loan agreement is approved by the County Board of Supervisors. Currently, this is planned for March or April of next year.

3. **Can projects be in construction when they apply for funding?**

   No, this pilot program is intended for new projects built to target SHIFT's scale and financing model that are not otherwise being funded.

4. **Can projects with pre-existing planning approvals apply for funding?**

   Yes, projects can apply with already approved plans.

5. **Do ADUs have to be detached or separate from existing single-family homes in order to qualify?**

   For the Multifamily scope, no, ADUs can be attached or detached, so long as the project will create at least 4 units of housing on an underutilized or undeveloped lot. For the Senior ADU scope, ADUs should be detached.

6. **Is there an amount of developer equity required for projects?**

   No, the program has no minimum developer equity requirement. However, projects will need to be able to qualify for funding from a Community Development Financial Institution (CDFI) partner or another source of permanent funding to make up whatever development costs are not covered by the County's Subsidy. This may mean developers able to commit more equity will be more competitive in the fist round.

7. **Will developer fees be capped?**

No, developer fees will not be capped.

8. **Will net worth or credit score be evaluated as part of this RFQ?**

   Net worth and credit score will not be evaluated as part of this RFQ, however  may be of interest to CDFI partners in evaluating conditionally awarded projects for loans.

9. **Do developers have to use CDFI funding or can they use their own financial sponsors?**

   No, developers do not have to use the County's CDFI partner funding if they haveissu their own financial sponsor.

10. **Do developers have to turn over projects to a nonprofit or can they operate the project themselves or turn it over to another entity type like an individual?**

    No, developers do not have to sell project so long as they are able to operate projects sustainably and meet the affordability obligations required. Most projects are anticipated to be turnkey for long term operation by a nonprofit in order to qualify for the Welfare Tax Exemption, but this is not required.

11. **Do Section 8 tenants fulfill the affordable requirement?**

    Yes, Section 8 may be used to pay for rent in affordable units, so long as tenants meet the income restrictions and rents are restricted to affordable rates.

12. **When will awarded projects be announced?**

    This RFQ will not award funds to any project, but instead qualify developers who meet the standards set out in the RFQ for future opportunities. The first round of assessments is anticipated in late August. Developers awarded funds under the subsequent RFP or NOFA will be announced in December.

13. **Will the county consider projects that are larger than 16 units?**

    No, this pilot program is specifically intended for small to middle sized development. Larger projects are better suited to traditional funding sources including tax-credits and the County's other programs.

14. **Will projects providing tiny homes for VLI or ELI households be eligible for funding?**

    No, this pilot program is intended to support the development of new 1+ bedroom homes affordable to Low-Income households.

15. **Will condominiums be eligible for funding**

    No, this pilot program is intended to support the development of new rental housing. Subsequent rounds of funding may open the program up for homeownership projects.

16. **What tax-defaulted properties will be chosen for release in the RFP?**

    The list of tax-defaulted properties will be released with the RFP this Fall. HCD staff intends to prioritize sites well suited to SHIFT development.

17. **Will the County funds be able to be used for predevelopment or just construction?**

    County funds will not be eligible for predevelopment.

18. **Will emerging developers be able to qualify under this RFQ?**

    Yes, emerging developers are encouraged to apply and the RFQ is written to ensure they can qualify.

19. **What is the structure of the county funding? Under what conditions will it be forgiven or refinanced?**

    County funds will be structured as a very low-interest loan with forgivable interest at the end the affordability restriction (30 years) if the building is sold to an eligible nonprofit or the residents via a TOPA process. Refinancing is permitted.

20. **For the ADU program, how will homeowners be selected? Can partners bring their own clients in?**

    HCD staff is still planning the launch of the ADU program to homeowners, but welcomes any efforts to spread the word and will consider applications that are brought with existing clients.

21. **How will the pricing work for the purchase of the project by the nonprofit or other operator?**

    HCD staff will release more info on this with the release of the NOFA and RFP this Fall.

22. **When will the toolkit components be available for use and review?**

    Core pieces of the Toolkit are intended to be launched before or along with the NOFA and RFP intended for release this Fall.

**23. When will the list of Tax defaulted sites be available?**

The list of tax defaulted properties will be released as part of the Site Specific RFP intended for release in Fall.

**24. Do developers have to use preapproved plans for their projects?**

No, preapproved plans will be optional.

**25. What is the source of the County's funding for this program?**

County funding is from the Measure A1 Affordable Housing Bond program income.

**26. Will prevailing wage be required?**

No, prevailing wage will not be required as a condition of SHIFT funding but projects may be subject to prevailing wage as a result of public contributions such as the provision of public land.

**27. What are the terms of the CDFI loans? Will a term sheet be published ahead of the funding opportunity? Will CDFI loans require any guarantee or will they be secured by the site?**

HCD staff will release more information on the details of the CDFI loans before or with the NOFA and RFP intended for release this Fall.

**28. How long will the NOFA be open for?**

2-3 months.

**29. What is the due date for this RFQ?**

This RFQ has not due date and is intended to remain open for new submittals indefinitely. Reviews of submissions will occur regularly and as needed with the first to occur in August.

**30. Will the units need to meet HUD requirements for accessibility and other things?**

Units under the multifamily scope will be required to be adaptable but will not be required to meet HUD accessibility standards. Units under the Senior ADU scope will be required to be accessible.

**31. Will the County rerelease funds that are committed to projects that do not end up going forward?**

Yes, the County will rerelease any funds that are not used until all funds allocated towards the program are used.

**32. Will projects be eligible that do not have site control but have identified a site?**

Yes, developers may apply under the NOFA this fall for identified sites without site control, however, as funding is limited, projects that are ready to begin may be prioritized for funding.

**33. Are JADUs and other means of creating units allowed**

Yes, developers under the multifamily scope are encouraged to use a variety of means including JADUs to create additional units.

**34. Can one developer submit multiple projects?**

Yes, there is no limit on the number of projects a developer may propose under the NOFA and RFP intended for launch this Fall.

**35. Is there a minimum square foot requirement for ADUs?**

ADUs under the Senior ADU scope must include 2 bedrooms and are generally anticipated to be around 750 square feet, however there is no minimum square foot requirement currently. ADU's built as part of the Multifamily scope have not bedroom or square footage minimum.