SHIFT Developer Pool RFQ FAQ:

Updated August 11 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 scoring of projects will provide some preference for the top project in each city to incentivize jurisdictional diversity for purposes of pilot design.

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 2027.

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 creates 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. Developers and project proposals will be evaluated for suitability for lending at the project proposal stage.

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 have 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 projects 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 are planned to accommodate 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/developer arrangements.

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 and on an ongoing basis thereafter.

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 future Development 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. Reservations of funds will be for no more than 12 months.

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.

36. **Would a special occupancy park for mobilehomes be eligible for funding?**

    No, the multifamily pilot funding is intended for new construction of permanent multifamily rental housing.

37. **Can a site with a multifamily building on it qualify for funding for additional ADUs under the senior program?**

    No, the senior ADU program is intended for new single-family homes owned by seniors. However, underutilized lots with existing buildings are eligible for the SHIFT Multifamily pilot funding.

38. **If our development designs rely on proprietary information, are we required to submit that information in our application?**

    No, full designs are not required for applications for this RFQ. Your submission should include a portfolio of work that communicates your ability to fulfill the scope of the RFQ.

39. **Would work on the foundation of an existing building be an eligible use of funds?**

    Only if the work is necessary for the addition of new units.

40. **Would a property with an existing loan be eligible for funding?**

    Yes, as long as the project could cover the costs of the existing loan in addition to the SHIFT funding.

41. **Should I still apply if the property I would like to develop using SHIFT funds may not be ready for construction for several years?**

    Yes, you are still encouraged to apply as this RFQ will qualify developers for subsequent rounds of funding as well as the anticipated NOFA and RFP later this year.

42. **Can a multifamily development project funded by SHIFT have a focus on a particular population such as artists, teachers, or seniors?**

    As long as the population can meet the income targets, project proposals will be considered. The targeting of specific populations will be subject to review at the project proposal stage but is not inherently disqualifying.

43. **Could a SHIFT Multifamily project be structured as lease to own?**

    That housing type will not be eligible for funding under the first release of funds, however future rounds may be expanded to include lease to own or homeownership projects.

44. **Will applicants who qualify under this RFQ be assigned projects or will they be required to bid on future opportunities?**

Qualified development teams will be given the opportunity to propose projects for funding or for particular sites under the NOFA and RFP anticipated for release later this year.

45. **Can developers without a site identified qualify under this RFQ and the subsequent funding opportunities?**

    Yes, all developers are encouraged to apply for this RFQ regardless of whether or not they have a site selected. The NOFA and Site-Specific RFP anticipated for release later this year will provide opportunities for both developers with a site in hand and those who would like to bid on a publicly owned site.