THE NSP SUBSTANTIAL AMENDMENT

Jurisdiction(s): State of New Jersey
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SUMMARY:

The State of New Jersey received $51,470,620 for the Neighborhood Stabilization Program (NSP). The NSP provides funds to municipalities and for-profit/nonprofit developers to acquire and redevelop foreclosed properties that might otherwise become sources of abandonment and blight in targeted areas. In addition, the funds can be used to demolish and redevelop blighted structures that are not foreclosed upon or abandoned.

Any comments regarding the draft can be forwarded to Sheri Malnak, at the Department of Community Affairs, Division of Housing, PO Box 051, Trenton, New Jersey 08625-0051 by November 19, 2008.

Eligible applicants:

- Local units of government, including CDBG entitlements and Small Cities jurisdictions; and
- Nonprofit and for-profit developers that demonstrate strong financial, organizational, and development capacity.

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<thead>
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<th>Budget Category</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
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<tr>
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<td>Establishment of a land bank</td>
<td>TBD a % of acquisition budget</td>
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NEIGHBORHOOD STABILIZATION BUDGET
Municipal support:

This program requires the participation of the municipality in which the neighborhood is located. The proposal must contain, at minimum, proof that municipal officials are aware of the project and are supportive of its objectives. More weight will be given to proposals that demonstrate the active involvement of the municipality.

Property types:

Existing properties in targeted neighborhoods that will be quickly rehabbed and sold to homebuyers or redeveloped as affordable rental housing.

Affordability:

Rental properties must be affordable to households earning up to 50% of the area median income.

For-sale units must be affordable to households earning up to 120% of the area median income.

A. AREAS OF GREATEST NEED

NSP funds will be directed to revitalize housing markets that have been disrupted by the fallout from subprime lending practices. These areas are identified as those hard hit by foreclosures and which are statistically at high risk of continued market deterioration but otherwise have attributes that will help ameliorate the impact of the foreclosures. The State will specifically target neighborhoods that have access to transit, affordable housing, employers and where the remedies provided for under NSP have a good probability of stabilizing the local housing market.

Methodology

The State's methodology dismisses areas at the top and bottom of the "stability continuum", those areas where investment opportunities are too good and those where the cause of the area's distress is multi-faceted, severe and persistent. The Department used the following methodology to identify the target neighborhoods:

- Mapped the HUD Risk Index and Area Median Income (AMI) indices for the entire State based on Census block groups.

- Created an index score based on a combination of the following three variables:
1. Percent of subprime loans that were non-current as of June 2008;
2. Percent of subprime loans that were non-current as of June 2007; and
3. HUD’s percent of loans that were high cost between 2004 and 2006.

- A ranking of census block groups based on four factors:
  1. Estimated HUD Foreclosure Abandonment Risk score (HUD risk scores limited to 8-10);
  2. Market Value Analysis (a statistical means of characterizing the dynamics of a local real estate market provided by The Reinvestment Fund under an on going grant) based on the categorization as a transitional/middle market;
  3. Sales prices, based on local sale prices that were between 50% and 135% of the county average;
  4. Index of subprime lending and delinquency.

The following 14 charts identify our targeted areas. An explanation for each column is as follows:

**AMI Eligible**: area of low, moderate, and middle-income (LMMH) benefit, where more than 51 percent of the people in the area had incomes in 2000 less than 120 percent of Area Median Income.

**HUD Risk Score**: prediction of whether or not a neighborhood has a high or low risk for foreclosed and abandoned homes. The risk score is based on the following data: 1) Office of Federal Housing Enterprise Oversight data on decline in home values as of June 2008 compared to peak home value since 2000 at the Metropolitan/Micropolitan/Non-Metropolitan level; 2) Federal Reserve Home Mortgage Disclosure Act (HMDA) data on percent of all loans made between 2004 and 2006 that are high cost at the Census Tract Level; 3) Labor Department data on unemployment rates in places and counties as of June 2008; and 4) USPS data on residential addresses identified as being vacant for 90 days or longer as of June 2008 at the Census Tract level.

**MVA Eligible**: Under contract to DCA, TRF created these market value analyses “MVAs” for a number of markets around the state of New Jersey. These analyses are based on a variety of administrative and Census projected data. Our statistical analysis of these data, coupled with on-site inspection of areas, concluded with a characterization of real estate markets in a set of municipalities across the state. NJ’s approach to prioritizing NSP funds targeted areas that are in the range of real estate markets that we might characterize as “transitional”.

**MVA/Sale Price Eligible**: Where MVA data were not available, our proxy for an MVA characterization was real estate sale prices. Areas with real estate sale prices that were between 50% and 135% of the relevant county average were
considered equivalent to the transition markets identified using the MVA. A 3 in this field meant that it fit the MVA criteria of transitional market; a 2 in this field meant that there was no MVA for the given area but the real estate sale prices were in the aforementioned range; a 1 meant that it was neither sale price nor MVA-eligible.

**Index of Subprime Lending and Delinquency:** TRF created an index based on HUD-related subprime lending data for 2004-2006 and subprime delinquency data for 2007 and 2008. Higher scores on the index related to high “historic” subprime lending activity and high subprime delinquency. Values range generally from approximately .5 to 1.5. The smaller values represent low subprime loan activity/delinquency expectation and bigger values represent high levels of subprime loans and subprime delinquency. Scores with a .80 or higher were selected.

**NSP Area:** Such neighborhoods include those that are participating in the State’s Neighborhood Preservation Program, have plans and private investment through the Neighborhood Revitalization Tax Credit, have ongoing CDBG investment or have been targeted for other state, county or local investment or where other state or local investments are ongoing.

**Subprime Percent Non-Current:** TRF computed a percent of subprime loans in a non-current status for June 2007 and June 2008. The original source of these data elements is McDash Analytics LLC.

The following charts identify the NSP’s target neighborhood by Census Tracts. The Census Tracts are located in the following 40 municipalities: Atlantic City, Bloomfield, Bridgeton, Buena Boro, Buena Vista, Burlington City, Camden, Carteret, City of Orange, Clementon, Commercial, East Orange, Egg Harbor, Elizabeth, Hamilton, Hillside, Irvington, Jersey City, Lawnside, Lindenwold, Millville, Newark, North Plainfield, Passaic, Paterson, Paulsboro, Pemberton, Pennsauken, Phillipsburg, Pine Hill, Plainfield, Rahway, Roselle, South Toms River, Trenton, Union, Vineland, Willingboro, Willingboro and Woodbine.
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<thead>
<tr>
<th>Census Tract</th>
<th>Census Block Group</th>
<th>County Subdivision/Municipality Name</th>
<th>County</th>
<th>Entitlement Community</th>
<th>AMI Eligible</th>
<th>HUD Risk Score</th>
<th>MVA Eligible</th>
<th>MVA / Sale Price Eligible (50-150)</th>
<th>Index of Subprime Lending and Delinquency</th>
<th>NPP/ERFA AREA</th>
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</tr>
</tbody>
</table>
B. DISTRIBUTION AND USES OF FUNDS

The State’s priority is to focus on neighborhoods with existing community planning infrastructure and relevant low-income assistance programs. Such neighborhoods include those that:

1. Are participating in the State’s Neighborhood Preservation Program;
2. Have plans and private investment through the Neighborhood Revitalization Tax Credit;
3. Have ongoing CDBG investment;
4. Have been targeted for other state, county or local investment or where other state or local investments are ongoing.
5. Have local availability of foreclosure prevention programs such as Legal Services of New Jersey (providing legal representation and anti-predatory lending efforts), HMFA’s Mortgage Assistance Program (foreclosure counseling services through HUD certified counselors) and other community based assistance.

The Department will publish a Request for Proposals (RFP) that will be open to local governments (including CDBG entitlements that did not receive NSP grants, and CDBG entitlements that did receive NSP grants), for-profit developers and non-profit organizations. The RFP will include maps showing the target areas and the available bank and municipal foreclosures within each eligible census tract. The Department will entertain proposals from areas that our methodology did not capture if the applicant can justify the effectiveness of the investment based on the enumerated State priorities and on the HUD regulations; a low-income set-aside will be created to fund these feasible projects.

Eligible Activities:

- Acquisition of foreclosed upon housing units and abandoned housing units: $23,161,779
- Rehabilitation of housing units in order to sell or rent such housing units to households at or below 120 percent of Area Median Income: $13,897,067
- Demolition of blighted structures: $4,632,356
- New construction of housing for projects involving the redevelopment of demolished or vacant properties: $4,169,120
- Redevelopment of acquired property for non-residential uses, including public parks, commercial uses, or mixed residential and commercial use: $463,236
- Establishment of a land bank for homes that have been foreclosed on: percentage of the acquisition budget: a percentage of the acquisition budget – the final budget amount will be determined after contracts are awarded.
C. Definitions and Descriptions

Abandoned: a home is considered abandoned when mortgage or tax proceedings have been initiated, no mortgage or tax payments have been made by the owner for at least 90 days and the property has been vacant for at least 90 days.

Affordable Rents: The tenant may not pay more than 30 percent of their household’s adjusted monthly income towards rent and utilities.

Blighted: a structure is considered blighted when it displays objectively determinable signs of deterioration sufficient to constitute a threat to human health, safety and public welfare. Under New Jersey Law, a municipality may exercise its police power to take appropriate action to remediate a property if the property is “unfit for human habitation or occupancy, or use, due to dilapidation, defects increasing the hazards of fire, accidents or other calamities, lack of ventilation, light or sanitation facilities, or due to other conditions rendering such building or buildings, or part thereof, unsafe or insanitary, or dangerous or detrimental to the health or safety or otherwise inimical to the welfare of the residents of said municipality…” N.J.S.A. 40:48-2.3.

Continued affordability for NSP assisted housing: All projects assisted with NSP funds will be subject to the following affordability restrictions:

<table>
<thead>
<tr>
<th>Rental Housing NSP amount per-unit</th>
<th>Minimum period of affordability in years</th>
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</thead>
<tbody>
<tr>
<td>Rehabilitation or acquisition of existing housing Under $15,000</td>
<td>5</td>
</tr>
<tr>
<td>$15,000 to $40,000</td>
<td>10</td>
</tr>
<tr>
<td>Over $40,000</td>
<td>15</td>
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<tr>
<td>New Construction</td>
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</table>

<table>
<thead>
<tr>
<th>Homeownership NSP amount per-unit</th>
<th>Minimum period of affordability in years</th>
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</thead>
<tbody>
<tr>
<td>Under $15,000</td>
<td>5</td>
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<tr>
<td>$15,000 to $40,000</td>
<td>10</td>
</tr>
<tr>
<td>Over $40,000</td>
<td>15</td>
</tr>
</tbody>
</table>

Current market appraised value: value of foreclosed upon residential property established through an appraisal completed within 60 days prior to an offer made by a municipal grantee or for-profit/nonprofit developer.
In order to meet the federal requirement that the average purchase price of all housing units acquired equals 10% -15% below appraised value, all properties purchased with NSP funds will be priced at least 10% below current appraised value.

**Foreclosed:** a property is foreclosed upon when tax or mortgage foreclosure is complete and the title has been transferred.

**Housing Rehabilitation Standards:** The NSP will utilize the Uniform Construction Rehabilitation Subcode for the rehabilitation of existing housing units.

**Land Bank:** A governmental or nonprofit entity established to purchase abandoned and foreclosed housing units in a geographic area. The Land Bank must obligate the properties for a specific redevelopment activity within 10 years.

**Maximum per-unit subsidy amount:** The total amount of NSP that may be invested on a per-unit basis may not exceed the following limitations:

<table>
<thead>
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<th>COUNTY</th>
<th>0 BR</th>
<th>1 BR</th>
<th>2 BR</th>
<th>3 BR</th>
<th>4 BR</th>
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<td>$187,866</td>
<td>$243,037</td>
<td>$266,781</td>
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<tr>
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<td>$191,411</td>
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<td>$271,814</td>
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<td>$191,411</td>
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<td>$271,814</td>
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</table>
**Sale of Homes:** The sales price of the housing units purchased, rehabilitated and sold for a primary residence cannot exceed the cost of acquiring and rehabilitating the property.

**Threatened but viable neighborhoods:** Neighborhoods that are beginning to decline but can be rehabilitated and restored by cultivating existing social, economic, financial, and technical resources toward the development and implementation of planned activities that sustain neighborhood vitality.

**D. Low Income Targeting**

The State has set-aside $12.87 million in NSP funds, 25% of its allocation, for the purchase and redevelopment of abandoned or foreclosed upon units to create housing for households earning up to 50 percent of area median income. These funds can be used to create either affordable rental or homeownership units.

The 50 percent of AMI income limits are as follows:

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<th>3 PERSON</th>
<th>4 PERSON</th>
<th>5 PERSON</th>
<th>6 PERSON</th>
<th>7 PERSON</th>
<th>8 PERSON</th>
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<td>$23,500</td>
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<td>$33,750</td>
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<tr>
<td>Hunterdon, Middlesex,</td>
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<td>$43,500</td>
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<tr>
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<td>$34,150</td>
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<td>$46,100</td>
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</tr>
<tr>
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<td>$38,250</td>
<td>$42,500</td>
<td>$45,900</td>
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<td>$52,700</td>
<td>$56,100</td>
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<tr>
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The remaining funds will be utilized to assist households at or below 120 percent of area median income.
NEIGHBORHOOD STABILIZATION PROGRAM 120 PERCENT INCOME LIMITS

<table>
<thead>
<tr>
<th>COUNTY</th>
<th>1 PERSON</th>
<th>2 PERSON</th>
<th>3 PERSON</th>
<th>4 PERSON</th>
<th>5 PERSON</th>
<th>6 PERSON</th>
<th>7 PERSON</th>
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<tr>
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<td>Monmouth, Ocean</td>
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<td>$110,150</td>
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<tr>
<td>Warren</td>
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<td>$79,950</td>
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</table>

Performance Measures:

<table>
<thead>
<tr>
<th>Performance Measures</th>
<th>at or below 50% AMI</th>
<th>at 51% - 80% AMI</th>
<th>at 81% - 120% AMI</th>
<th>Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Units of housing acquired</td>
<td>60</td>
<td>75</td>
<td>75</td>
<td>200</td>
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<tr>
<td>Units of housing rehabilitated</td>
<td>40</td>
<td>65</td>
<td>65</td>
<td>150</td>
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<tr>
<td>Units of housing demolished</td>
<td>12</td>
<td>18</td>
<td>18</td>
<td>60</td>
</tr>
</tbody>
</table>

E. ACQUISITIONS & RELOCATION

The State will distribute its NSP funds through a competitive, open process via a Request for Proposals and therefore cannot predict the ultimate activities that will be funded. Feasible projects submitted that are ready to proceed will receive priority.

F. PUBLIC COMMENT

In accordance with the federal regulations, New Jersey used the following citizen participation process to ensure adequate public participation in developing the NSP.

- A developmental meeting was held on October 14, 2008 at the NJ Housing and Mortgage Finance Agency. The meeting was advertised in the following three regional newspapers: The Bergen Record, The Trenton Times Star Ledger and The Atlantic City Press. Three individuals presented comments.
A stakeholder meeting was held on October 15, 2008 at the NJ Department of Community Affairs. Representatives from for-profit and nonprofit developers, financial institutions, counseling agencies and municipal government provided comments.

A summary of the key points made are as follows:

- Identify target neighborhoods.
- Target property acquisition to maximize neighborhood impact.
- Leverage NSP funds with other funds to make a significant impact.
- Allocate NSP funds to areas that have other neighborhood stabilization strategies and plans.
- Utilize a RFP to allocate the funds – the State should not give a small share of NSP funds to all of the CDBG entitlements.
- The program should be flexible – permit all of the eligible activities and do not impose any additional program restrictions.
- 75% of the allowable administrative fees should be directed to the grantees.
- Fund agencies that have the capacity to administer the NSP – form partnerships with public, for-profit and nonprofit entities.
- Work with the banks to “bulk” purchase the foreclosed housing units – bulk purchase is at least 50 housing units.
- Obtain municipal support for proposed initiatives.
G. NSP INFORMATION BY ACTIVITY (COMPLETE FOR EACH ACTIVITY)

Activity Name: Acquisition and rehabilitation

Activity Type: Acquisition and rehabilitation of foreclosed upon housing units and abandoned housing units.

National Objective: Benefiting low- and moderate-income persons up to 120 percent of area median income

Projected Start Date: March 15, 2008

Projected End Date: August 15, 2010

Responsible Organization: NJ Department of Community Affairs, 101 South Broad Street, Trenton, NJ 08625. Administrator: Diane Kinnane 609-633-6182

Location Description: Eligible foreclosed and abandoned properties will be purchased in the targeted areas and rehabilitated.

Activity Description: Foreclosed and abandoned properties attract vandalism, arson, and crime as they sit vacant, and they drag down local property values. The acquisition and rehabilitation of these units in the targeted, threatened but viable neighborhoods, will help stabilize the area.

This activity, which will be a mix of rental and homeownership, will assist households earning up to 120 percent of area median income. The homeownership component will primarily assist households earning between 50 and 120 percent of area median income and the rental component will primarily assist households earning less than 50 percent of area median income.

All units receiving a NSP subsidy will be subject to the affordability controls identified on page 5. As previously stated, every property purchased with NSP funds will be priced at least 10% below current appraised value.

For financing activities, the range of interest rates will be grants to low-interest loans.

Total Budget: Acquisition: $23,161,779; Rehabilitation: $13,897,067.

Leveraging: The State will require that at least 25 percent of the total project cost come from other public or private funds.

Performance Measures: 150 units
Activity Name: Demolition of blighted structures

Activity Type: Demolition

National Objective: Benefiting low- and moderate-income persons up to 120 percent of area median income

Projected Start Date: March 15, 2008

Projected End Date: August 15, 2010

Responsible Organization: NJ Department of Community Affairs, 101 South Broad Street, Trenton, NJ 08625. Administrator: Diane Kinnane 609-633-6182

Location Description: Demolition of blighted structures in the targeted neighborhoods.

Activity Description: Blighted structures can become a haven for criminal activities. In addition, the presence of blighted properties often impair the development of a neighborhood and lead to the departure of businesses and residents.

After the demolition, new construction of housing units or the re-development of a non-residential use may occur. This activity will assist households earning up to 120 percent of area median income.

For financing activities, the range of interest rates will be grants to low-interest loans.

Total Budget: $4,632,356

Leveraging: The State will require that at least 25 percent of the total project cost come from other public or private funds.

Performance Measures: 46 units
**Activity Name:** New construction of housing

**Activity Type:** New construction

**National Objective:** Benefiting low- and moderate-income persons up to 120 percent of area median income

**Projected Start Date:** March 15, 2008

**Projected End Date:** August 15, 2010

**Responsible Organization:** NJ Department of Community Affairs, 101 South Broad Street, Trenton, NJ 08625. Administrator: Diane Kinnane 609-633-6182

**Location Description:** New construction of housing in the targeted neighborhoods.

**Activity Description:**
This activity will assist households earning up to 120 percent of area median income.

For financing activities, the range of interest rates will be grants to low-interest loans.

**Total Budget:** $4,169,120

**Leveraging:** The State will require that at least 25 percent of the total project cost come from other public or private funds.

**Performance Measures:** 20 units
Activity Name: Non-residential use development

Activity Type: Redevelop acquired property for non-residential uses, including public parks and commercial space

National Objective: Benefiting low- and moderate-income persons up to 120 percent of area median income

Projected Start Date: March 15, 2008

Projected End Date: August 15, 2010

Responsible Organization: NJ Department of Community Affairs, 101 South Broad Street, Trenton, NJ 08625. Administrator: Diane Kinnane 609-633-6182

Location Description: Redevelopment in the targeted neighborhoods.

Activity Description:
This activity will assist households earning up to 120 percent of area median income.

For financing activities, the range of interest rates will be grants to low-interest loans.

Total Budget: $463,236

Leveraging: The State will require that at least 25 percent of the total project cost come from other public or private funds.

Performance Measures: TBD, based on the type of projects submitted via the RFP.
**Activity Name:** Establishment of a land bank

**Activity Type:** To assemble, temporarily manage, and dispose of vacant land for the purpose of stabilizing neighborhoods and encouraging re-use or redevelopment of urban property.

**National Objective:** Benefiting low- and moderate-income persons up to 120 percent of area median income

**Projected Start Date:** March 15, 2008

**Projected End Date:** August 15, 2010

**Responsible Organization:** NJ Department of Community Affairs, 101 South Broad Street, Trenton, NJ 08625. Administrator: Diane Kinnane 609-633-6182

**Location Description:** Redevelopment in the targeted neighborhoods.

**Activity Description:**
This activity will assist households earning up to 120 percent of area median income.

For financing activities, the range of interest rates will be grants to low-interest loans.

**Total Budget:** TBD based on the type of projects submitted via the RFP.

**Leveraging:** The State will require that at least 25 percent of the total project cost come from other public or private funds.

**Performance Measures:** TBD, based on the type of projects submitted via the RFP.

**Links to Entitlement Consolidated Plans:**
TBD