



**Questions and Answers  
Request for Proposal ("RFP") for  
Senior and Co-Managing Underwriters Services in  
New York State**

**Issued: May 3, 2021  
Updated: May 26, 2021**

	Questions	Answers	Posted Round
1	Whether companies from Outside USA can apply for this? (like,from India or Canada).	Companies from outside the USA can apply as long as they have an active office in the State of New York.	1
2	Whether we need to come over there for meetings?	There will not be any in person meetings but the Agencies may opt to interview firms via Zoom or Webex.	1
3	Can we submit the proposals via email?	Proposals must be submitted by email to Nyhomes.proposal@nyshcr.org in searchable portable document format ("PDF") compatible with Adobe Reader XI. See section 11 of the RFP for additional requirements.	1
4	My question is regarding several references in the RFP to TAB 5 on pages 6 (Table of Contents) and 20 in section 8.4. On Page 2 in the Proposal Checklist all of the items referred to in the above mentioned pages for TAB5 are listed under TAB 4 as well as on Page 21 #11 referring to submitting TAB 4 EEO, Diversity and SDVOB Proposal. Can you clarify that there is NO TAB 5? All reference to TAB 5 is supposed to read TAB 4?	Yes.	1
5	As we are preparing our response to the HCR RFP, we noticed that the hyperlink for "Tab 4 – Company Demographic Profile, PROC-7" is not accessible. Can you please provide us with the correct link or form	The hyperlink for the Company Demographic Profile, PROC-7, form, hyperlinked here, was corrected in the RFP.	1

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6	Does the "Proposal Checklist" (page 2) need to be completed and provided as part of the response	No.	2
7	Pursuant to section 8.3.2, can a link to the Firm's audited financials be submitted rather than attaching the full document?	No.	2
9	In Tab 2.A, Question 2, can resumes be included as a separately labeled Appendix?	Yes.	2
10	For the "MWBE & EEO Policy Statement PROC-4", in lieu of this form may we provide our own EEO Policy Statement or make blacklined changes to conform to our established policy?	Proposers may make suggested blacklined changes to the PROC-4 form.	2
11	In relation to tab 2-b question 3—Are par termination dates for swaps publicly available? And if so, where?	Please see SONYMA's 2020 Fiscal Year Annual Report,hyperlinked here.	3
12	Can you please provide the Agencies' most current swap termination values?Please reference page 27, tab 2-B, question 3.	Please see SONYMA's 2020 Fiscal Year Annual Report, hyperlinked here.	3
13	Can you please provide information on SONYMA's new procedures related to required reserves for project primary insurance to be deposited into the Project Pool Insurance Account, especially the determination of reserve requirements and the correlation to the Mortgage Insurance Fund Requirement?Please reference page 28, tab 2-B, question 6.	The MIF has no new procedures related to reserve requirements in the Project Pool Insurance Account.	3



ANDREW M. CUOMO  
Governor

# Homes and Community Renewal

RUTHANNE VISNAUSKAS  
Commissioner/CEO

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14	Can you please provide the current Mortgage Insurance Fund (MIF) Requirement and the determination of the MIF requirement? Please reference page 28, tab 2-B, question 6.	The MIF statute requires reserves equal to 20% of the liability amount, which is generally the loan amount, for all commitments to insure and PIFs. As of 3/31/21, which is the end of the MIF's statute year, the reserve requirement in the Project Pool Insurance account was \$1,234,387,572.	3
15	Can you please provide the not-to-exceed threshold amount and/or percentage to Mortgage Insurance Fund held, if any, related to credit support provided by SONYMA Mortgage Insurance Fund for the bonds or ancillary bond facilities of the CCDC? Please reference page 28, tab 2-B, question 6.	A threshold has not been established. As of 10/31/2020, which is the end of HFA's fiscal year, MIF provides credit support for 61% of all outstanding permanent loans.	3