

United States Department of the Treasury

# 2007 New Markets Tax Credit Program Award Profiles

Alphabetical by Organization<sup>1</sup>

<sup>&</sup>lt;sup>1</sup> This document was modified in August of 2008, to reflect award adjustments that were made when one of the initial GO Zone awardees determined that it would not be able to utilize a \$25 million allocation award. Consequently, the CDFI Fund rescinded and then re-allocated this allocation authority to other eligible GO Zone applicants from the 2007 allocation round.



United States Department of the Treasury

# Advantage Capital Community Development Fund, LLC

Controlling Entity Name: Advantage Capital Management Corporation

Headquarters (city, state): New Orleans, LA

Allocation Amount: \$28,000,000

**Principal Financing Activity:** Business financing

## Profile:

Advantage Capital Community Development Funds (ACCDF) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. ACCDF's primary investment focus is entrepreneurial businesses that are not adequately served by traditional capital providers. ACCDF will structure its investment products in ways that take into account the particular problems that businesses in the affected region may have, and that provide incentives for businesses to locate (or in some cases relocate) to these devastated communities. To attract businesses to the region and to help those already there, loans will be priced with interest rates that are at least 500 basis points lower than typical market rates, and equity investments will be priced with lower than market hurdle rates.

**Service Area:** Multi-state [Alabama, Louisiana, Mississippi]

## % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 25 %

**Rural 25 %** 

#### Contact Person:

Michael T Johnson, (504) 522-4850, mjohnson@advantagecap.com



United States Department of the Treasury

# American Community Renewable Energy Fund, LLC

**Controlling Entity Name:** Gulf South Finance, LLC

Headquarters (city, state): New Orleans, LA

Allocation Amount: \$30,000,000

**Principal Financing Activity:** Business financing

## **Profile:**

American Community Renewable Energy Fund, LLC (ACREF) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. ACREF provides loans and investments to support innovative industries – including renewable energy and other green technologies – which will help to diversify the GO Zone economy. ACREF will offer equity and subordinated debt products with return expectations substantially below-market. 100 percent of the financial products offered by ACREF will be flexible/non-traditional in nature and customized to meet the needs of the business.

**Service Area:** Multi-state [Alabama, Louisiana, Mississippi]

### % major urban vs. minor urban vs. rural:

Major Urban: 23 % Minor Urban: 22 %

**Rural 55 %** 

#### Contact Person:

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United States Department of the Treasury

# Banc of America CDE, LLC

Controlling Entity Name: Bank of America, N.A.

Headquarters (city, state): Washington, DC

**Allocation Amount:** \$130,000,000

**Principal Financing Activity:** Real estate financing: Retail

## **Profile:**

Banc of America CDE will utilize its NMTC allocation to target projects that create a significant increase in both construction and permanent jobs for low-income persons and/or residents of low-income communities. A focus will also be placed on projects that provide retail uses and services to underserved communities. NMTC enhancement of historic tax credit equity will enable Banc of America to provide approximately 30 percent more equity than would otherwise have been invested, while its "equity builder" term debt product provides a seven year interest only loan with significantly reduced originations fees.

<u>Service Area:</u> National [California, Florida, Massachusetts, New York, North Carolina, Texas, Washington]

### % major urban vs. minor urban vs. rural:

Major Urban: 80 % Minor Urban: 10 %

Rural 10 %

#### **Contact Person:**

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United States Department of the Treasury

# Brownfield Revitalization, LLC

**Controlling Entity Name:** Cherokee Investment Partners, LLC

Headquarters (city, state): Raleigh, NC

*Allocation Amount:* \$92,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

## Profile:

Brownfield Revitalization, LLC will invest 100 percent of its capital in the remediation and redevelopment of environmentally contaminated properties in particularly distressed NMTC-eligible census tracts. These contaminated properties will be redeveloped into a full range of commercial properties, including industrial, commercial, office, retail, for-sale housing, mixed-use and community facilities. Given the capital costs and risks of remediation and developing environmentally contaminated properties in low income communities, NMTCs will provide key subsidy that will enable Brownfield Revitalization, LLC to undertake projects that would otherwise be economic, environmental and social drains on their neighborhoods. Brownfield Revitalization, LLC's products will include equity, subordinate debt and high loan-to-value loans with below-market interest rates and seven years of interest-only payments.

<u>Service Area:</u> National [California, Colorado, Louisiana, New Jersey, North Carolina, South Carolina, Texas]

## % major urban vs. minor urban vs. rural:

Major Urban: 35 % Minor Urban: 45 %

**Rural 20 %** 

#### Contact Person:

Robert Naylor, (919) 743-2543, rnaylor@cherokeefund.com



United States Department of the Treasury

# Capital One Community Renewal Fund, LLC

**Controlling Entity Name:** Capital One Financial Corporation

Headquarters (city, state): New Orleans, LA

**<u>Allocation Amount:</u>** \$60,000,000

**Principal Financing Activity:** Real estate financing: Retail

## Profile:

Capital One Community Renewal Fund, LLC (COCRF) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. COCRF will provide working capital to businesses and will fund developers/operators of real estate projects, including office, retail, and mixed use commercial projects as well as community facilities. COCRF intends to offer loan products at a rate of 250 to 400 basis points below the market rate, to reduce or waive commitment fees, and to offer loans with extended amortization periods of up to 40 years with periods of interest only payments.

Service Area: Statewide [Louisiana]

### % major urban vs. minor urban vs. rural:

Major Urban: 55 % Minor Urban: 35 %

Rural 10 %

### Contact Person:

Sabrina Ciccarello, (703) 720-3243, sabrina.ciccarello@capitalone.com



United States Department of the Treasury

# Capmark Community Development Fund LLC

**Controlling Entity Name:** Capmark Financial Group, Inc.

<u>Headquarters (city, state):</u> Denver, CO

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Real estate financing: Retail

## **Profile:**

Capmark Community Development Fund, LLC (Capmark CDF) will focus its NMTC activities on providing subordinate loans at below market interest rates to finance businesses, commercial real estate and housing projects in low-income communities. Capmark CDF will provide short-term loans (2-4 years) that can be recycled and re-deployed into other low-income community projects. Capmark CDF will use a portion of its allocation to invest in other CDEs and/or purchase loans from other CDEs, and will also support job training initiatives, hiring outreach programs, and daycare and healthcare initiatives in low-income communities.

<u>Service Area:</u> National [California, Colorado, District of Columbia, Florida, Louisiana, New Jersey, Texas]

### % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 20 %

**Rural 30 %** 

# Contact Person:

Randall W Kahn, (202) 496-9000, rkahn@capmark.com



United States Department of the Treasury

# Carolina First Community Development Corporation

Controlling Entity Name: Carolina First Bank

Headquarters (city, state): Greenville, SC

*Allocation Amount:* \$100,000,000

**Principal Financing Activity:** Business financing

### **Profile:**

Carolina First Community Development Corporation (CFCDC) will use its NMTC allocation to make investments designed to increase the per capita income and employment for residents of South Carolina's highly distressed urban and rural communities. It will partner with the South Carolina Department of Commerce and with local CDFIs to: 1) recruit industry to the state; 2) rehabilitate real estate in blighted communities; and 3) provide loans to disadvantaged small businesses. CFCDC's loan products will provide capital at rates at least 50 percent below market and include equity-equivalent provisions that allow the tax credit benefit to be shared with end-users in low-income communities.

**Service Area:** Statewide [South Carolina]

### % major urban vs. minor urban vs. rural:

Major Urban: 0 % Minor Urban: 40 %

Rural 60 %

#### Contact Person:

Charles D Chamberlain, (864) 255-8924, charles.chamberlain@carolinafirst.com



United States Department of the Treasury

# CCG Community Partners, LLC

**Controlling Entity Name:** CityScape Capital Group, LLC

Headquarters (city, state): Princeton, NJ

*Allocation Amount:* \$40,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

#### **Profile:**

CCG Community Partners (Community Partners) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. Community Partners provides below market, flexible-term equity investments and loan products (both primary and mezzanine) to develop and rehabilitate real estate projects in primarily in urban core and industrial areas. These investments may be made to businesses that develop the projects or directly to the projects themselves in order to provide gap financing. Community Partners will also be offering a new "seed money" mezzanine product that enables critical early stage pre-development loans and construction financing on terms that are significantly below market.

**Service Area:** Multi-state [Alabama, Louisiana, Mississippi]

#### % major urban vs. minor urban vs. rural:

Major Urban: 40 % Minor Urban: 50 %

**Rural 10 %** 

### **Contact Person:**

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United States Department of the Treasury

# **Central Bank of Kansas City**

Controlling Entity Name: none

Headquarters (city, state): Kansas City, MO

Allocation Amount: \$50,000,000

**Principal Financing Activity:** Business financing

### **Profile:**

Central Bank of Kansas City (CBKC) is a CDFI specializing in business and real estate lending in low-income neighborhoods in Kansas City, Missouri. CBKC targets high-impact, primarily mixed-use redevelopment initiatives that provide combinations of businesses, community facilities, and housing that meets the needs of low-income communities. CBKC will partner with the City of Kansas City, and will use NMTCs to fill financing gaps by offering proceeds through a leveraged structure that permits blended interest rates up to 350 basis points below market, low origination fees, deferred principal payments and longer than typical amortization periods.

Service Area: Local [Kansas City, Missouri]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

#### Contact Person:

Debra L Pridie, (816) 483-1210, dpridie@centralbankkc.com



United States Department of the Treasury

# **Chase New Markets Corporation**

**Controlling Entity Name:** JPMorgan Chase & Co.

**Headquarters (city, state):** New York, NY

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Real estate financing: Retail

## Profile:

Chase New Markets Corporation (CNMC) will use its NMTC allocation to offer products and programs that will meet the needs of small and middle market businesses, commercial real estate ventures, community based facilities, and CDFIs operating in Low-Income Communities. CNMC will offer loans at interest rates that are below market, with reduced upfront fees and relaxed underwriting standards for its borrowers, including higher-than-standard loan to value ratios and/or longer repayment terms in order to provide borrowers with greater access to capital than previously possible. CNMC plans to focus a substantial portion of its allocation in the Gulf Coast states that were devastated by Hurricanes Katrina and Rita.

Service Area: National [Arizona, Illinois, Louisiana, New Jersey, New York, Ohio, Texas]

#### % major urban vs. minor urban vs. rural:

Major Urban: 80 % Minor Urban: 15 %

Rural 5 %

#### Contact Person:

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United States Department of the Treasury

# Cleveland New Markets Investment Fund II LLC

**Controlling Entity Name:** Cleveland Development Advisors Inc.

Headquarters (city, state): Cleveland, OH

*Allocation Amount:* \$25,000,000

**Principal Financing Activity:** Real estate financing: Retail

## **Profile:**

Cleveland New Markets Investment Fund II (Cleveland New Markets) will use 100% of a NMTC Allocation to provide subordinate loans and equity to catalyze revitalization projects in the urban core and surrounding neighborhoods of Cleveland, Ohio. Cleveland New Markets will make investments in commercial and mixed-use real estate projects to finance development of office space, live/work space aimed at the creative arts industry, hospitality space, neighborhood retail centers and medical research and developments projects. With its NMTC allocation, Cleveland New Markets will be able to offer loans with interest rates generally 500-700 basis points below conventional subordinate/mezzanine debt found in the marketplace.

Service Area: Local [Cleveland, Ohio]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

#### Contact Person:

Steve A Luca, (216) 592-2245, sluca@gcpartnership.com



United States Department of the Treasury

# Coastal Enterprises, Inc.

**Controlling Entity Name:** none

<u>Headquarters (city, state):</u> Wiscasset, ME

**<u>Allocation Amount:</u>** \$120,000,000

**Principal Financing Activity:** Business financing

## Profile:

Coastal Enterprises, Inc. (CEI) provides financial and technical assistance to small and medium sized businesses located in primarily rural regions of northern New England. CEI will direct its loans and investments primarily to non-real estate businesses (both for-profit and non-profit entities), providing flexible debt for rural, natural resource-based businesses. It will focus on both small and medium-sized enterprises needing less than \$2 million in capital, as well as high community-impact businesses with capital needs between \$2 million and \$20 million. The NMTC allocation will allow CEI to structure deals that make capital available at rates up to 400 basis points below prevailing rates, and on more flexible and favorable terms.

<u>Service Area:</u> National [Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island, Vermont]

### % major urban vs. minor urban vs. rural:

Major Urban: 7 % Minor Urban: 33 %

Rural 60 %

#### Contact Person:

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United States Department of the Treasury

# Community Development Funding, LLC

Controlling Entity Name: CBO Financial Inc

Headquarters (city, state): Columbia, MD

*Allocation Amount:* \$20,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

### **Profile:**

Community Development Funding, LLC (CDF) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. CDF will utilize its allocation to assist nonprofit faith- and community-based organizations seeking to establish new facilities, particularly health care, education and social service facilities. Products will include predevelopment funding and credit enhancement in the form of subordinated loans for facilities, in addition to expert technical assistance in all aspects of building, acquiring and/or renovating a facility.

**Service Area:** Multi-state [Alabama, Louisiana, Mississippi]

### % major urban vs. minor urban vs. rural:

Major Urban: 30 % Minor Urban: 30 %

**Rural 40 %** 

#### Contact Person:

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United States Department of the Treasury

# Community Ventures Corporation, Inc.

**Controlling Entity Name:** none

Headquarters (city, state): Lexington, KY

*Allocation Amount:* \$45,000,000

**Principal Financing Activity:** Business financing

## Profile:

Community Ventures Corporation (CVC) will use its NMTC allocation to target non-metropolitan counties in Appalachia and economically distressed urban areas. CVC will make loans to commercial real estate projects, community facilities and small businesses through flexible underwriting, below market rate pricing, longer amortization periods and extended loan terms. Additionally, CVC will create a new loan product that provides business loans in the form of working capital to non-profit community development corporations to facilitate the development of affordable home ownership opportunities.

Service Area: Statewide [Kentucky]

### % major urban vs. minor urban vs. rural:

Major Urban: 40 % Minor Urban: 20 %

Rural 40 %

## **Contact Person:**

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United States Department of the Treasury

# **Elizabeth Development Company**

**Controlling Entity Name:** none

Headquarters (city, state): Elizabeth, NJ

*Allocation Amount:* \$25,000,000

**Principal Financing Activity:** Real estate financing: Retail

## **Profile:**

The Elizabeth Development Company (EDC) will utilize 100% of its allocation to provide flexible debt investments to enhance communities designated as "redevelopment areas" by the city of Elizabeth, NJ. EDC will provide below-market rate, subordinate loans that will close financing gaps and attract stable retailers to highly distressed areas of Elizabeth. This retail will anchor these communities and serve as a catalyst for growth and quality housing. The NMTC investments will be coordinated with several municipal and state initiatives, and will qualify as "New Jersey Smart Growth Developments" – which focus on preserving open space and environmental resources.

**Service Area:** Local [Elizabeth, New Jersey]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

#### Contact Person:

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United States Department of the Treasury

# **ESIC New Markets Partners LP**

**Controlling Entity Name:** Enterprise Community Partners, Inc.

Headquarters (city, state): Columbia, MD

**<u>Allocation Amount:</u>** \$100,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

ESIC New Markets LP (ESIC) will provide both real estate investment and business lending products. Products will include senior and subordinated debt, as well as equity, and will be used to finance the new construction or substantial improvement of commercial and mixed-use real estate assets in higher distressed low-income communities. Working with local partners, ESIC focuses on catalytic transactions that will help transform blighted areas into vibrant economic centers and will result in the creation and/or retention of jobs and other economic benefits to low-income persons and residents of low-income communities.

<u>Service Area:</u> National [Colorado, District of Columbia, Florida, Georgia, Louisiana, Mississippi, New Mexico]

#### % major urban vs. minor urban vs. rural:

Major Urban: 60 % Minor Urban: 25 %

**Rural 15 %** 

#### Contact Person:

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United States Department of the Treasury

# Fifth Third New Markets Development Company LLC

**Controlling Entity Name:** Fifth Third Bancorp

Headquarters (city, state): Dublin, OH

*Allocation Amount:* \$100,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

Fifth Third New Markets Development Company LLC (5/3 New Markets) will utilize its NMTC allocation to invest in housing projects, educational facilities, health care facilities, senior care facilities, and business financing for economic growth and job creation (e.g., grocery stores, hardware stores, department/clothing stores). With its NMTC allocation, 5/3 New Markets will be able to provide a number of flexible and concessionary financial products, including debt with interest rates between 350 and 450 basis points below market. 5/3 New Markets will also dedicate a significant portion of its NMTC investment profits to finance grants to non-profits, businesses and developers in low-income communities.

**Service Area:** National [Florida, Illinois, Indiana, Kentucky, Michigan, Ohio, Tennessee]

### % major urban vs. minor urban vs. rural:

Major Urban: 65 % Minor Urban: 25 %

**Rural 10 %** 

#### Contact Person:

Robert W Koehler, (614) 734-0507, wayne.koehler@53.com



United States Department of the Treasury

# Finance New Mexico, LLC

**Controlling Entity Name:** New Mexico Finance Authority

**Headquarters (city, state):** Santa Fe, NM

*Allocation Amount:* \$110,000,000

**Principal Financing Activity:** Business financing

## Profile:

Finance New Mexico, LLC will provide capital in the form of senior and subordinated debt to NMTC qualifying businesses in the state of New Mexico, including small and medium sized businesses and commercial and mixed-use real estate developments. It will use its NMTC allocation in collaboration with the State of New Mexico's "Smart Money" bank participation program and with targeted industry tax credits, in order to pass along considerable economic benefits to borrowers. Finance New Mexico, LLC will focus on businesses that require facilities and equipment financing to support relocations and expansions; and in "green" investments to companies that promote or develop clean energy.

**Service Area:** Statewide [New Mexico]

#### % major urban vs. minor urban vs. rural:

Major Urban: 0 % Minor Urban: 60 %

**Rural 40 %** 

## Contact Person:

Dora M Cde Baca, (505) 992-9625, doramae@nmfa.net



United States Department of the Treasury

# First-Ring Industrial Redevelopment Enterprise, Inc.

**Controlling Entity Name:** City of West Allis, Wisconsin

Headquarters (city, state): West Allis, WI

*Allocation Amount:* \$35,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

First-ring Industrial Redevelopment Enterprise (FIRE) is a community development entity designed to be the catalyst for the revitalization of southeastern Wisconsin's industrial corridor through compact quality urban development. FIRE will use its NMTC allocation to invest in mixed-use, commercial, and industrial development projects that create jobs, increase the tax base, and bring new life to the urban cores of Southeastern Wisconsin. FIRE will offer below market interest rates, and subordinated debt with flexible features that include but are not limited to: extended amortization and interest only periods; higher than standard loan to value ratios, lower than standard debt coverage ratios and a convertible debt feature.

Service Area: Local [Kenosha, Milwaukee, Racine]

#### % major urban vs. minor urban vs. rural:

Major Urban: 30 % Minor Urban: 70 %

Rural 0 %

#### Contact Person:

John F Stibal, (414) 302-8462, jstibal@ci.west-allis.wi.us



United States Department of the Treasury

# **Gateway CDE LLC**

Controlling Entity Name: The Prudential Insurance Company of America

Headquarters (city, state): Newark, NJ

*Allocation Amount:* \$50,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

Gateway CDE will use the proceeds of its NMTC allocation to finance medium and large scale urban real estate projects that were previously economically infeasible for its Controlling Entity. The NMTC allocation will enable Gateway CDE to increase its Controlling Entity's current annual level of below market community development investment. Gateway CDE expects to provide a debt product that has no origination fees and significant interest rate reductions. In addition, Gateway CDE expects to provide equity investments that have no upfront or annual fees and minimal return expectations.

<u>Service Area:</u> National [California, District of Columbia, Florida, Illinois, Massachusetts, New Jersey, New York]

## % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

## Contact Person:

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United States Department of the Treasury

# **Greystone CDE LLC**

**Controlling Entity Name:** Greystone Funding Corp.

**Headquarters (city, state):** New York, NY

*Allocation Amount:* \$30,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

Greystone CDE, LLC will use its NMTC allocation to provide a variety of financial products with nontraditional features and more flexible underwriting standards than are currently available from conventional sources, including high loan to value ratios and low debt service coverage ratios. Greystone intends to provide working capital equity and loans to developers of Hope VI, brownfields and other large scale urban redevelopment, rural development and community development projects; to provide business financing, including accounts receivable factoring, for companies located in or serving distressed communities; and to provide liquidity to other CDEs through investments or loan purchases.

<u>Service Area:</u> National [Arizona, California, Georgia, Louisiana, Mississippi, New York, North Carolina]

### % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 20 %

**Rural 30 %** 

#### Contact Person:

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United States Department of the Treasury

# Hampton Roads Ventures, LLC

**Controlling Entity Name:** Norfolk Redevelopment & Housing Authority

Headquarters (city, state): Norfolk, VA

*Allocation Amount:* \$50,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

Hampton Roads Ventures (HRV) will target its NMTC investments to real estate projects that are often crucial to spur community revitalization efforts, including community, medical, and hospitality facilities; mixed-use projects; for-sale housing; and historically and architecturally significant structures that often served as cultural icons for lower income communities. HRV will use its allocation to provide highly flexible financing products tailored to specific project needs, including subordinated debt, below market interest rates, higher loan to value ratios, and longer interest-only periods. HRV will work in collaboration with several Virginia-based CDFIs to help increase the availability of NMTC investment opportunities in rural Virginia.

**Service Area:** Statewide [Virginia]

#### % major urban vs. minor urban vs. rural:

Major Urban: 68 % Minor Urban: 12 %

**Rural 20 %** 

# Contact Person:

Robert K Jenkins Jr, (757) 533-4681, rjenkins@nrha.norfolk.va.us



United States Department of the Treasury

# HFHI-SA NMTC I, LLC

**Controlling Entity Name:** Habitat for Humanity International

**Headquarters (city, state):** St. Louis, MO

Allocation Amount: \$25,000,000

**Principal Financing Activity:** Real estate financing: For-sale housing

## **Profile:**

HFHI-SA NMTC I, LLC CDE (HFHI) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. HFHI will provide real estate loans to local Habitat affiliates for the purpose of developing and selling for-sale housing to low-income persons. The loan features will include low-cost fees, innovative collateral requirements and interest rates below two percent. A portion of the NMTC allocation will also be used to support the development and operation of ReStores – retail stores that sell new or used household and building supplies that have been donated.

Service Area: Multi-state [Alabama, Louisiana, Mississippi]

### % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 38 %

**Rural 12 %** 

## **Contact Person:**

Donna A Smith, (314) 432-7858, dasmith1957@sbcglobal.net



United States Department of the Treasury

# Imagine Downtown, Inc.

**Controlling Entity Name:** Atlanta Development Authority

Headquarters (city, state): Atlanta, GA

Allocation Amount: \$60,000,000

**Principal Financing Activity:** Real estate financing: Office Space

## Profile:

Imagine Downtown, Inc. will provide equity, equity equivalent and debt financing (including loans priced 400-500 basis points below market) to high-impact development projects, small businesses and community housing development organizations serving a four square mile area of downtown Atlanta (the "Imagine Downtown Area"). This portion of the city (and the neighborhoods immediately surrounding it) contains some of the most distressed communities in the metro Atlanta area. NMTCs will be used in conjunction with other Federal and local tax incentives to expedite the pace, quantity and quality of redevelopment in downtown Atlanta.

Service Area: Local [Atlanta, Georgia]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

## **Contact Person:**

AJ Robinson, (404) 658-1980, ajrobinson@centralatlantaprogress.org



United States Department of the Treasury

# **Key Community Development New Markets LLC**

**Controlling Entity Name:** KeyCorp

Headquarters (city, state): Cleveland, OH

**<u>Allocation Amount:</u>** \$100,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

Key Community Development New Markets (KCDNM) will use its allocation to promote community and economic development, primarily in Key Bank's 13 state retail footprint. KCDNM intends to offer subsidized financing for small business loans; and commercial real estate debt and equity for retail centers, single-family housing, industrial developments, small offices, community facilities and mixed-use buildings which are catalytic to the redevelopment of low-income areas. With its NMTC allocation, KCDNM will be able to offer interest rates up to 400 basis points below-market, and also offer more flexible credit terms including higher than normal loan to value ratios, lower origination fees, longer amortization periods and lower debt service coverage ratios.

Service Area: National [Colorado, Indiana, Maine, New York, Ohio, Oregon, Washington]

#### % major urban vs. minor urban vs. rural:

Major Urban: 70 % Minor Urban: 25 %

Rural 5 %

#### Contact Person:

Rosalyn Ciulla, (216) 689-4472, rosalyn\_ciulla@keybank.com



United States Department of the Treasury

# **King County Housing Authority**

**Controlling Entity Name:** none

**Headquarters (city, state):** Seattle, WA

*Allocation Amount:* \$22,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

## **Profile:**

The King County Housing Authority (KCHA) will use its NMTC allocation to finance projects in connection with a \$200 million HOPE VI redevelopment project known as Greenbridge -- a new, 1000-unit, master planned, mixed-income community located on the former site of King County's largest and most distressed public housing development. The NMTCs will be used to finance two projects: (i) an Early Learning Center providing 13 head start classrooms, child care and parent education facilities; and (ii) a Career Development Center and Library. The NMTC allocation will enable KCHA to provide significantly below market interest rate loans (400 basis points below-market) on non-traditional terms to support development of these two projects.

**Service Area:** Local [Seattle, Washington]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

#### Contact Person:

Dan Watson, (206) 574-1193, danw@kcha.org



United States Department of the Treasury

# LA Charter School New Markets CDE

**Controlling Entity Name:** Excellent Education Development

Headquarters (city, state): Santa Monica, CA

*Allocation Amount:* \$35,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

## Profile:

LA Charter Schools New Markets CDE (LA Charter Schools) provides facility financing, as well as accounting and other technical assistance, to charter schools in Los Angeles County, California. With its NMTC allocation, LA Charter Schools will offer loans with interest rates that are 250 to 400 basis points below market, and finance projects with higher loan-to-value ratios and lower debt service coverage ratios than what is typically available to charter schools. In addition to providing construction and permanent financing, LA Charter Schools will also expand its current activities to offer new programs that finance improvements to leased property.

**Service Area:** Local [Los Angeles, California]

#### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

## Contact Person:

Anita Landecker, (310) 394-1152, alandecker@exed.net



United States Department of the Treasury

# **Local Initiatives Support Corporation**

**Controlling Entity Name:** none

*Headquarters (city, state):* New York, NY

**Allocation Amount:** \$133,000,000

**Principal Financing Activity:** Real estate financing: Retail

## Profile:

Local Initiatives Support Corporation (LISC) supports the efforts of resident-led, community-based development organizations in low-income communities throughout America. It will use its NMTC allocation to provide loans and equity investments ranging from \$5 to \$15 million to finance office, retail, and mixed-use real estate developments, as well as community facilities, such as charter schools. LISC requires that its NMTC investments satisfy social investment criteria by demonstrating: (1) a need for NMTC financing, (2) an ability to generate significant community benefits, (3) the support of the local community, (4) environmental soundness, and (5) consistency with community or regional revitalization efforts.

<u>Service Area:</u> National [California, Louisiana, Mississippi, New York, Ohio, Pennsylvania, Virginia]

### % major urban vs. minor urban vs. rural:

Major Urban: 70 % Minor Urban: 10 %

**Rural 20 %** 

### Contact Person:

En Jung G Kim, (212) 455-9385, ekim@nefinc.org



United States Department of the Treasury

# Los Angeles Development Fund

**Controlling Entity Name:** City of Los Angeles

<u>Headquarters (city, state):</u> Los Angeles, CA

*Allocation Amount:* \$75,000,000

**Principal Financing Activity:** Real estate financing: Retail

## Profile:

The Los Angeles Development Fund (LADF) will provide debt financing and equity-like products to industrial, commercial, retail and mixed use real estate development projects. It will focus its activities on projects that convert underutilized and blighted sites into job-producing real estate developments. LADF will use NMTCs in combination with other community development programs of the City of Los Angeles, including the City's tax increment financing program, CDBG program and Brownfield Economic Development Initiative, to offer financing products with terms that are significantly better than market.

Service Area: Local [Los Angeles, California]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

## **Contact Person:**

Richard Benbow, (213) 744-7392, richard.benbow@lacity.org



United States Department of the Treasury

# Low Income Investment Fund

**Controlling Entity Name:** none

Headquarters (city, state): San Francisco, CA

*Allocation Amount:* \$44,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

## Profile:

The Low Income Investment Fund (LIIF) will use its NMTC allocation to make loans to community-based borrowers developing three types of projects: charter schools, child care facilities, and affordable homeownership. LIIF will offer acquisition loans, construction loans, and mini-permanent loans in support of these projects. With its NMTC allocation, LIIF will be able to offer below market rates of interest and origination fees, longer than standard interest only periods, higher loan to value ratios, lower debt service coverage ratios, longer amortization periods and more flexible credit standards. LIIF will also be able to increase the targeting of its projects to communities with greater distress.

<u>Service Area:</u> Multi-state [California, Connecticut, District of Columbia, New Jersey, New York]

### % major urban vs. minor urban vs. rural:

Major Urban: 85 % Minor Urban: 10 %

Rural 5 %

#### Contact Person:

Arthur L Fatum, (415) 489-6161, afatum@liifund.org



United States Department of the Treasury

# Mass HEFA New Markets CDE LLC

**Controlling Entity Name:** Massachusetts Health and Educational Facilities Authority

Headquarters (city, state): Boston, MA

*Allocation Amount:* \$66,000,000

**Principal Financing Activity:** Business financing

#### **Profile:**

Mass HEFA New Markets CDE LLC (Mass HEFA CDE) will use taxable and tax-exempt financing, along with equity generated by its NMTC allocation, to finance nonprofit health centers and hospitals that focus on highly distressed communities and that serve the lowest income, medically underserved populations. Mass HEFA CDE will offer a range of products, including debt that: is priced 400-500 basis points below market; provides interest-only payment periods of seven years; provides amortization periods of up to 50 years; and is underwritten based on loan to value ratios of up to 100%. The NMTC financial offerings will allow Mass HEFA CDE to serve a range of smaller health centers that cannot be served through traditional financing, and also to serve larger safety-net hospitals seeking to expand and leverage major capital projects.

**Service Area:** Statewide [Massachusetts]

## % major urban vs. minor urban vs. rural:

Major Urban: 75 % Minor Urban: 20 %

Rural 5 %

### Contact Person:

Liam Sullivan, (617) 737-8377, lsullivan@mhefa.org



United States Department of the Treasury

# MBFC CDE, Inc.

**Controlling Entity Name:** Mississippi Business Finance Corporation

Headquarters (city, state): Jackson, MS

*Allocation Amount:* \$20,000,000

**Principal Financing Activity:** Business financing

<u>Profile:</u> MBFC-CDE, Inc. received an allocation of NMTCs for use in recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. It will combine its efforts with that of its Controlling Entity and the state's economic development agency, the Mississippi Development Authority, to provide financing for a wide variety of projects, including warehousing and distribution facilities, shopping centers, hotels, processors, and light and heavy manufacturing in low-income communities. The NMTC program will be used in conjunction with bond programs (including Gulf Opportunity Bonds) to lower the costs of capital well below market costs.

**Service Area:** Statewide [Mississippi]

### % major urban vs. minor urban vs. rural:

Major Urban: 20 % Minor Urban: 50 %

**Rural 30 %** 

### **Contact Person:**

William Barry, (601) 355-6232, bbarry@mbfrc.cc



United States Department of the Treasury

# MBS Urban Initiatives CDE, LLC

**Controlling Entity Name:** MBA Properties, Inc.

<u>Headquarters (city, state):</u> St Louis, MO

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## Profile:

MBS Urban Initiatives CDE (MBS) will invest in developments that bring new jobs and new services into low income communities to accompany quality affordable housing, as a means of dramatically accelerating revitalization. It will focus on commercial, retail, mixed-use and for-sale developments which can demonstrate significant impact, both in their own right and as catalysts for others to follow. MBS will offer a two-tier Debt/Equity product as well as a Mini-Perm Debt product at significantly below-market interest rates and with more flexible loan-to-value and repayment terms. MBS is partnering with Urban Strategies, a non-profit organization, to provide critical human services programs including job training and financial education to community residents.

<u>Service Area:</u> National [California, District of Columbia, Louisiana, Maryland, Pennsylvania, Rhode Island, Tennessee]

## % major urban vs. minor urban vs. rural:

Major Urban: 90 % Minor Urban: 10 %

Rural 0 %

## **Contact Person:**

Jonathan I Goldstein, (314) 335-2740, jonathan.goldstein@mccormackbaron.com



United States Department of the Treasury

# Merrill Lynch Community Development Company

**Controlling Entity Name:** none

Headquarters (city, state): New York, NY

*Allocation Amount:* \$112,000,000

**Principal Financing Activity:** Financing of other CDEs

## Profile:

Merrill Lynch Community Development Company's (MLCDC) strategy is to lend and invest through community development intermediaries, building strategic relationships to benefit disadvantaged businesses and communities. MLCDC will offer flexible and significantly discounted debt and equity capital to CDFIs/CDEs, especially those that do not have their own NMTC allocation. The lowest rates and most relaxed terms will be offered to CDFIs in areas of increased distress, as well as those that commit to pass through substantial benefit to their end-borrowers. MLCDC will deliver this low-cost, flexible capital in combination with an expanded financial advisory and technical assistance program.

<u>Service Area:</u> National [Alabama, California, Louisiana, Mississippi, New Jersey, New York, Utah]

### % major urban vs. minor urban vs. rural:

Major Urban: 75 % Minor Urban: 15 %

**Rural 10 %** 

#### Contact Person:

Jill H Edwards, (212) 236-8047, jill\_edwards@ml.com



United States Department of the Treasury

# Midwest Minnesota Community Development Corporation

**Controlling Entity Name:** none

**Headquarters (city, state):** Detroit Lakes, MN

*Allocation Amount:* \$85,000,000

**Principal Financing Activity:** Business financing

## Profile:

Midwest Minnesota Community Development Corporation (MMCDC) will use its NMTC allocation to provide below market rate loans with favorable terms to urban and rural borrowers. The NMTC Allocation will improve MMCDC's ability to finance larger transactions, provide lower interest rates, reduce or eliminate origination fees, and provide other benefits to borrowers. The pipeline of loans includes alternative energy projects (wind and bio-diesel), areas of urban blight with a history of disinvestment, projects that build assets for Native Americans, and the commercialization of new technology. Approximately 23% of the total allocation will be focused on investments benefiting Native populations.

**Service Area:** Statewide [Minnesota]

#### % major urban vs. minor urban vs. rural:

Major Urban: 28 % Minor Urban: 5 %

**Rural 67 %** 

## Contact Person:

Arlen Kangas, (218) 847-3191, akangas@mmcdc.com



United States Department of the Treasury

## MMA Financial Community Renewable Energy Initiative, LLC

**Controlling Entity Name:** Municipal Mortgage & Equity, LLC (MuniMae)

Headquarters (city, state): San Francisco, CA

*Allocation Amount:* \$20,000,000

**Principal Financing Activity:** Business financing

### **Profile:**

MMA Financial Community Renewable Energy Initiative LLC, ("MMA") will use its NMTC allocation to leverage private capital and public incentives to finance solar installations benefiting businesses operating in low-income communities, including schools, clinics, non-profit organizations and locally owned businesses. MMA will also finance a training facility to train candidates from low-income communities on solar electric system installation and maintenance. This coordinated strategy will help to stimulate jobs and economic development in low-income communities, reduce energy costs for businesses and non-profits operating in low-income communities, and provide a source of clean, renewable and affordable energy.

Service Area: Local [San Francisco, California metropolitan area]

## % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

### Contact Person:

Matthew Cheney, (415) 229-8810, matt.cheney@mmarenew.com



United States Department of the Treasury

## MSD New Markets, Inc

**Controlling Entity Name:** Morgan Stanley

**Headquarters (city, state):** New York, NY

*Allocation Amount:* \$95,000,000

**Principal Financing Activity:** Real estate financing: Industrial

## Profile:

MSD New Markets, Inc. (MSD) will use its NMTC allocation to offer financing to qualified projects and businesses through equity, subordinated debt, and debt financing products. The majority of these investments will be aimed to facilitate the development of industrial complexes, retail shopping centers, office space, mixed-use facilities, small business enterprises, and community facilities that would otherwise not be able to secure financing. MSD's debt products will be priced at least 400 basis points below market, will include no origination fees, and allow for seven years of interest-only payments. MSD will also use its NMTC allocation to create a micro-lending program.

<u>Service Area:</u> National [California, District of Columbia, Iowa, Louisiana, Mississippi, Montana, New York]

## % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 25 %

**Rural 25 %** 

### **Contact Person:**

Ricardo Rodriguez, (212) 761-2079, ricardo.rodriguez@morganstanley.com



United States Department of the Treasury

## National City New Market Fund, Inc.

**Controlling Entity Name:** National City Community Development Corporation

Headquarters (city, state): Cleveland, OH

*Allocation Amount:* \$75,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

<u>Profile:</u> National City New Market Fund Inc (NCNMF) provides financing through equity, loans and other financial services to qualified businesses, non-profits and real estate development projects. NCNMF's activities serve as a catalyst for economic development in disadvantaged areas by attracting new businesses and social service providers and by developing new for-sale housing, commercial and mixed-use real-estate projects. NCNMF will offer highly flexible terms and conditions that pass significant benefits to its borrowers/investees, including: equity with minimal expected cash returns; interest rate reductions up to 300 basis points below market; seven-year interest-only periods, and lower than standard origination fees.

Service Area: National [Florida, Illinois, Kentucky, Michigan, Missouri, Ohio, Pennsylvania]

## % major urban vs. minor urban vs. rural:

Major Urban: 80 % Minor Urban: 10 %

Rural 10 %

### Contact Person:

Michael Taylor, (216) 222-2293, michael.taylor@nationalcity.com



United States Department of the Treasury

## National Community Fund I, LLC

**Controlling Entity Name:** Portland Family of Funds Holdings, Inc.

Headquarters (city, state): Portland, OR

*Allocation Amount:* \$65,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## Profile:

National Community Fund I, LLC (NCF) will use its NMTC allocation to provide senior and subordinate loans and equity investments in retail, industrial, community facility, commercial and mixed-use projects located exclusively in highly-distressed communities throughout the country. NCF will offer loans and patient equity capital at least 400 basis points below market rates. NCF will partner with local and regional economic development organizations to ensure that its financing will be provided only to projects that generate the highest community benefit and could not have been financed without NMTC-subsidized financing.

<u>Service Area:</u> National [California, Idaho, Montana, New York, Oregon, Pennsylvania, Washington]

## % major urban vs. minor urban vs. rural:

Major Urban: 75 % Minor Urban: 25 %

Rural 0 %

## Contact Person:

Norris Lozano, (503) 226-1370, norris@unitedfundadvisors.com



United States Department of the Treasury

## National New Markets Fund, LLC

**Controlling Entity Name:** Economic Innovation International, Inc.

**Headquarters (city, state):** Los Angeles, CA

*Allocation Amount:* \$50,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

### **Profile:**

National New Market Fund, Inc. (NNMF) will provide debt and equity capital for catalytic real estate projects (retail, office, light industrial, mixed-use, hotel, and, to a lesser extent, residential) that generate long-term jobs and services in severely distressed communities. The NMTC allocation will be used to provide gap financing on eligible projects, and will enable NNMF to offer loans that are generally 50% below market rates and equity that is generally 75% below market rates. NNMF also intends to apply more flexible underwriting standards, such as longer interest-only repayment periods and loan-to-value ratios as high as 100%, and will seek to incorporate an environmental sustainability component in all its projects.

<u>Service Area:</u> National [Alabama, California, Connecticut, Louisiana, Massachusetts, Mississippi, New York]

### % major urban vs. minor urban vs. rural:

Major Urban: 25 % Minor Urban: 75 %

Rural 0 %

## **Contact Person:**

Deborah J La Franchi, (310) 914-5333, nnmf@strategicds.com



United States Department of the Treasury

## National Trust Community Investment Corporation

**Controlling Entity Name:** none

Headquarters (city, state): Washington, DC

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

## Profile:

National Trust Community Investment Corporation (NTCIC) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. NTCIC will combine the NMTC with the federal rehabilitation tax credit to rehabilitate highly visible and strategic (but vacant) landmark properties. These twin equity investments provide approximately 30-40 percent more equity to each project than would otherwise be possible, thus helping to finance the most difficult projects in the most highly distressed communities. NTCIC will also require its developers to execute a Community Benefit Agreement, which commits the project to the delivery of measurable direct benefits to low-income households.

**Service Area:** Multi-state [Alabama, Louisiana, Mississippi]

## % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 40 %

**Rural 10 %** 

### **Contact Person:**

Corinne J Ingrassia, (202) 588-6279, corinne ingrassia@ntcicfunds.com



United States Department of the Treasury

## NCB Capital Impact

**Controlling Entity Name:** none

Headquarters (city, state): Arlington, VA

Allocation Amount: \$100,000,000

**Principal Financing Activity:** Real estate financing: Community Facilities

## Profile:

NCBDC will target two industries in which demand for low-cost, concessionary capital is extremely high: education (i.e., charter schools) and health care. NMTC proceeds will be used to provide fixed rate, long-term debt financial products characterized by flexible features such as below-market interest rates, higher loan to value ratios, and longer amortization schedules. These financial products will address the pressing budgetary pressures and economic challenges faced by charter school operators and health care borrowers located in economically distressed communities who predominantly serve low-income individuals and families.

<u>Service Area:</u> National [California, District of Columbia, Massachusetts, Michigan, New York, Ohio, Texas]

## % major urban vs. minor urban vs. rural:

Major Urban: 75 % Minor Urban: 20 %

Rural 5 %

## **Contact Person:**

Annie Donovan, (202) 336-7677, adonovan@ncbdc.org



United States Department of the Treasury

## Oak Hill Banks Community Development Corp.

**Controlling Entity Name:** Oak Hill Banks

Headquarters (city, state): Jackson, OH

*Allocation Amount:* \$40,000,000

**Principal Financing Activity:** Business financing

### **Profile:**

Oak Hill Banks Community Development Corp. (OHBCDC) will utilize its NMTC Allocation to enhance its current community development lending and financial counseling services to qualified businesses in eleven contiguous counties in rural southern Ohio Appalachia. OHBCDC will provide non-traditional loan products to locally-owned and operated businesses and to community organizations that enhance the quality of life in particularly economically distressed non-metropolitan areas. All non-traditional, flexible loan products will be delivered with interest rates at least 50 percent below market or with at least five indicia of flexible or non-traditional rates and terms. OHBCDC will collaborate with state, regional and local community organizations to source deals, pool resources and leverage capital.

**Service Area:** Local [southern Ohio]

## % major urban vs. minor urban vs. rural:

Major Urban: 0 % Minor Urban: 0 % Rural 100 %

### Contact Person:

Connie S Freeman, (740) 286-3283, cfreeman@oakhillbanks.com



United States Department of the Treasury

## PIDC - Regional Development Corporation

**Controlling Entity Name:** Philadelphia Industrial Development Corporation

*Headquarters (city, state):* Philadelphia, PA

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Business financing

## **Profile:**

PIDC-RDC will provide capital in the form of equity and debt to qualified businesses and to real estate projects in disadvantaged areas throughout the City of Philadelphia. These investments are intended to physically reintegrate underutilized assets and disenfranchised groups back into the City's economy. NMTC benefits will primarily be used to reduce borrowers' overall cost of capital through a reduction in interest rates. Other features will include: debt with equity features, subordinated-debt, extended interest-only periods, higher loan-to-value ratios, longer amortizations, more flexible credit standards, non-traditional collateral requirements, lower debt service coverage ratios and loan loss reserve waivers.

**Service Area:** Local [Philadelphia, Pennsylvania]

### % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

### Contact Person:

Jennifer Rodriguez, (215) 496-8139, jenniferr@pidc-pa.org



United States Department of the Treasury

## Port Huron CDE, LLC

**Controlling Entity Name:** Citizens First Savings Bank

<u>Headquarters (city, state):</u> Port Huron, MI

*Allocation Amount:* \$15,000,000

**Principal Financing Activity:** Real estate financing: Office Space

## Profile:

The Port Huron CDE will use its NMTC allocation to provide subordinate-debt to projects designed to revitalize downtown Port Huron, which suffers from high vacancy rates and high rates of unemployment. The businesses and real estate investments targeted for financing will be job-creation engines that will have a significant impact on the community, with a focus on health care, industrial, mixed-use projects and community facilities. The Port Huron CDE intends to offer debt products at rates up to 50 percent below-market, so that scheduled projects can receive financing necessary to proceed.

Service Area: Local [Port Huron, Michigan]

## % major urban vs. minor urban vs. rural:

Major Urban: 0 % Minor Urban: 100 %

Rural 0 %

## **Contact Person:**

Scott M Willmott, (810) 990-1571, swillmott@cfsbank.com



United States Department of the Treasury

## **Primary Care Development Corporation**

**Controlling Entity Name:** none

Headquarters (city, state): New York, NY

*Allocation Amount:* \$40,000,000

**Principal Financing Activity:** Business financing

## Profile:

Primary Care Development Corporation (PCDC) will provide loans to community health centers caring for low-income, medically underserved persons in low-income communities across New York State. PDCD will make long-term financing available to develop and fully outfit new health care facilities, as well as to modernize, expand or replace existing health care facilities. With its NMTC allocation, PCDC will offer fixed rate, self-amortizing loans, with a final term of up to 25 years. In addition to offering longer term loans, PCDC will offer interest rates that are generally 200 basis points lower than its current offerings and 50 percent below market rates, and extended interest-only periods of up to seven years.

**Service Area:** Statewide [New York]

### % major urban vs. minor urban vs. rural:

Major Urban: 68 % Minor Urban: 20 %

**Rural 12 %** 

## Contact Person:

Tom Manning, (212) 693-1850, tom@pcdcnyc.org



United States Department of the Treasury

## Related Community Development Group, LLC

**Controlling Entity Name:** The Related Companies, LP

**Headquarters (city, state):** New York, NY

*Allocation Amount:* \$75,000,000

**Principal Financing Activity:** Real estate financing: Retail

## Profile:

Related Community Development Group (Related) will make loans and investments to commercial real estate projects to finance land development and vertical development of retail and office projects. Related will offer new products, including equity investments and deeply subordinated debt products with interest rates that are at least 33% below conventional market interest rates. Related will utilize its NMTC allocation to specifically target areas located in census tracts with high poverty or unemployment rates, in an effort to promote the creation and retention of new jobs for low-income persons as well to provide valuable goods and services for residents of low-income communities.

<u>Service Area:</u> National [California, Florida, Illinois, Massachusetts, Nevada, New Jersey, New York]

## % major urban vs. minor urban vs. rural:

Major Urban: 100 % Minor Urban: 0 %

Rural 0 %

### Contact Person:

Jeff T Blau, (212) 421-5333, jblau@related.com



United States Department of the Treasury

## St. Bernard Parish Redevelopment, LLC

**Controlling Entity Name:** St. Bernard Port, Harbor, and Terminal District

<u>Headquarters (city, state):</u> Chalmette, LA

*Allocation Amount:* \$50,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## Profile:

St. Bernard Parish Redevelopment, LLC received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. The primary goal of St. Bernard Parish Redevelopment, LLC is to facilitate the permanent return of its citizens and businesses through private investment in: 1) affordable housing; 2) a full service healthcare facility and ancillary services; 3) social services; and 4) local industry and individual businesses. It will offer unsecured, equity-like predevelopment loans, subordinated debt, leasehold improvement loans, and business loans and equity investments. Loans will be offered at below market interest rates and with more flexible underwriting standards than otherwise available.

Service Area: Local [St. Bernard Parish, Louisiana]

### % major urban vs. minor urban vs. rural:

Major Urban: 0 % Minor Urban: 100 %

Rural 0 %

### Contact Person:

Craig Taffaro, (504) 278-4228, cptcounseling@aol.com



United States Department of the Treasury

## SunTrust Community Development Enterprises, LLC

**Controlling Entity Name:** SunTrust Banks, Inc.

Headquarters (city, state): Atlanta, GA

**<u>Allocation Amount:</u>** \$100,000,000

**Principal Financing Activity:** Real estate financing: Retail

## Profile:

SunTrust Community Development Enterprises, LLC (Enterprises) will provide loans and equity investments to for-profit businesses, community-based organizations, national non-profits, CDFIs and real estate projects including retail, industrial, office space, historic, mixed-use, for sale housing and community facilities. The NMTC allocation will allow Enterprises to offer products not currently offered through its CRA program, including reduced interest rates, extended amortizations, longer maturities, no origination fees, and equity features. On reduced interest rate loans, Enterprises' interest rates will be between 265-450 basis points below market interest rates.

<u>Service Area:</u> National [District of Columbia, Florida, Georgia, Maryland, North Carolina, Tennessee, Virginia]

## <u>% major urban vs. minor u</u>rban vs. rural:

Major Urban: 50 % Minor Urban: 40 %

**Rural 10 %** 

### Contact Person:

Eric Rosen, (404) 724-3634, eric.rosen@suntrust.com



United States Department of the Treasury

## Travois New Markets, LLC

**Controlling Entity Name:** Travois Inc.

Headquarters (city, state): Kansas City, MO

**Allocation Amount:** \$30,000,000

**Principal Financing Activity:** Real estate financing: Industrial

## Profile:

Travois New Markets (Travois) will use its NMTC allocation to provide low-interest, subordinated debt capital to QALICBs in Native communities. Travois will focus on businesses that export goods and services off the reservation, as well as those that fill unmet local needs; ranging from grocery stores to wireless communication technology providers to ethanol plants. Its loans will support the construction or expansion of these businesses' facilities as well as the purchase of furniture, fixtures and equipment. Travois will offer loans with interest rates up to 50 percent below market, and terms including seven-year interest-only payment periods and 100 percent loan-to-value ratios.

<u>Service Area:</u> National [Arizona, Minnesota, Montana, North Dakota, South Dakota, Washington, Wisconsin]

## % major urban vs. minor urban vs. rural:

Major Urban: 0 % Minor Urban: 0 % Rural 100 %

### Contact Person:

Philip R Glynn, (816) 268-1283, pglynn@travois.com



United States Department of the Treasury

## UA, LLC

Controlling Entity Name: none

**Headquarters (city, state):** New York, NY

**<u>Allocation Amount:</u>** \$75,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

UA, LLC intends to make investments in commercial properties including retail, office, mixed-use and for-sale housing projects in low-income communities throughout the nation. UA will use its NMTC allocation to combine new sources of investor capital with existing community planning initiatives, establish local contracting opportunities, and attract office and retail tenants that bring jobs, goods and services to underserved communities. With the availability of the NMTC allocation, UA will be able to provide equity and debt with equity features at rates of up to 450 basis points to finance projects in severely economically distressed communities.

<u>Service Area:</u> National [California, District of Columbia, Florida, Louisiana, Maryland, New Jersey, New York]

## % major urban vs. minor urban vs. rural:

Major Urban: 80 % Minor Urban: 20 %

Rural 0 %

### Contact Person:

Jeffrey Monge, (212) 612-9100, jmonge@urbanamerica.com



United States Department of the Treasury

## **Urban Action Community Development LLC**

Controlling Entity Name: SBER Development Services, LLC

Headquarters (city, state): Baltimore, MD

*Allocation Amount:* \$75,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## **Profile:**

Urban Action Community Development LLC (UACD) will predominantly focus on funding mixed-use developments that would otherwise have an insurmountable financing gap without the aid of NMTC enhancement. UACD intends to provide a mix of low-cost, flexible equity and low-interest subordinate debt with equity-like features to the projects, minimizing their required cash outlays and thus enhancing both their overall viability and their ability to provide financial incentives to prospective tenants. NMTC dollars will be used to help leverage a variety of other grants and public subsidies, including CDBG funds, brownfields funds, historic tax credits and tax increment financing.

<u>Service Area:</u> National [Maryland, Massachusetts, New York, North Carolina, Pennsylvania, Rhode Island, Tennessee]

## % major urban vs. minor urban vs. rural:

Major Urban: 70 % Minor Urban: 30 %

Rural 0 %

### Contact Person:

Joseph F Summers, (443) 573-4312, j.summers@sber.com



United States Department of the Treasury

## Urban Development Fund, LLC

**Controlling Entity Name:** Aries Capital

<u>Headquarters (city, state):</u> Chicago, IL

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Real estate financing: Retail

**Profile:** Urban Development Fund (UDF) will use its allocation of New Markets Tax Credits to provide loans to businesses located in low-income communities to finance the construction or rehabilitation of retail space, office space, industrial facilities, and community facilities. UDF's primary focus is on creating full-time jobs that provide health care and other benefits to residents of low-income communities. UDF's loan products will incorporate a number of flexible or non-traditional features, including below market interest rates and higher loan-to-value ratios, that will help encourage economic growth in the nation's most highly distressed communities.

**Service Area:** National [Alabama, California, Florida, Illinois, Louisiana, Mississippi, Texas]

## % major urban vs. minor urban vs. rural:

Major Urban: 50 % Minor Urban: 40 %

**Rural 10 %** 

### Contact Person:

Michael Qualizza, (773) 960-1181, Mqualizza@ariescapital.com



United States Department of the Treasury

## Urban Research Park CDE, LLC

**Controlling Entity Name:** Townsend Capital, LLC

**Headquarters (city, state):** Hunt Valley, MD

*Allocation Amount:* \$60,000,000

**Principal Financing Activity:** Real estate financing: Industrial

## Profile:

Urban Research Park CDE, LLC (URP) will fund the development of industrial parks in rural areas and research parks in urban areas. These "Activity Centers" will be located near a center of knowledge or excellence, and will attract similar purpose organizations that can directly benefit from their proximity to one another through the transfer of knowledge, sharing of common facilities and by lowering their overall cost of production. The URP will provide equity investments and deeply discounted subordinated debt products to leverage additional financing into these projects. It will also provide grants to local nonprofits to undertake programs designed to meet the needs of the low-income communities.

<u>Service Area:</u> National [Hawaii, Kentucky, Louisiana, Maryland, Mississippi, Pennsylvania, Virginia]

## % major urban vs. minor urban vs. rural:

Major Urban: 25 % Minor Urban: 25 %

**Rural** 50 %

## Contact Person:

Richard R Cundiff, III, (410) 321-1900, rick@townsendcapital.com



United States Department of the Treasury

## USBCDE, LLC

**Controlling Entity Name:** U. S. Bank, N. A.

Headquarters (city, state): St. Louis, MO

*Allocation Amount:* \$125,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## Profile:

USBCDE will provide equity, equity-like debt and favorable loan rates and terms for real estate and non-real estate businesses nationwide. The predominant borrower type will be those businesses whose primary focus is the development and rehabilitation of commercial real estate (including office, industrial, retail, mixed-use, and community facilities) in highly distressed areas. USBCDE will waive most fees and collect no residual interest, passing along as much benefits as possible to the borrowers. USBCDE will only finance projects that could not move forward, or would otherwise be subject to material risks and indefinite delays, if not for the NMTC financing.

<u>Service Area:</u> National [California, Colorado, District of Columbia, Illinois, Minnesota, New York, Pennsylvania]

## <u>% major urban vs. minor u</u>rban vs. rural:

Major Urban: 80 % Minor Urban: 15 %

Rural 5 %

### **Contact Person:**

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United States Department of the Treasury

## Valued Advisor Fund, The

**Controlling Entity Name:** Virchow Krause Capital, LLC

Headquarters (city, state): Chicgao, IL

Allocation Amount: \$17,000,000

**Principal Financing Activity:** Financing of Other CDEs

## **Profile:**

The Valued Advisor Fund's (VAF's) primary mission is to fund community driven, high impact projects in partnership with local CDEs. VAF concentrates its work in communities located primarily in the southeastern portion of the United States that demonstrate no less than three additional distress criteria in addition to being NMTC eligible. The goal is to simultaneously catalyze investment to core low-income communities, while providing access to capital, investor networks and financial counseling and other services to partner CDEs. VAF works directly with the community stakeholders in advance of funding to get an understanding of the community's needs, and to develop a post-funding plan to help support the community's strategic growth plans.

**Service Area:** Multi-state [Alabama, Louisiana, Mississippi]

## % major urban vs. minor urban vs. rural:

Major Urban: 45 % Minor Urban: 45 %

**Rural 10 %** 

### Contact Person:

Terry E. Preston-Koenig, (312) 307-9550, tpreston-koenig@valuedadvisorfund.com



United States Department of the Treasury

## Wachovia Community Development Enterprises, LLC

Controlling Entity Name: Wachovia Bank, NA

<u>Headquarters (city, state):</u> Charlotte, NC

**<u>Allocation Amount:</u>** \$105,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

### **Profile:**

Wachovia Community Development Enterprises (Wachovia CDE) will provide debt and equity-like capital at significantly better-than-market terms to businesses in targeted low-income communities, both directly and through other CDEs and CDFIs. Investments will finance the construction, rehabilitation and operation of for-sale housing, office, retail, industrial, mixed-use and community facilities and businesses. Target projects will include "green" buildings, whose initial costs of construction can be higher than conventional buildings, and projects whose costs have escalated because of localized shortages of building supplies and labor, as can be expected in the Hurricane Katrina or other disaster areas.

<u>Service Area:</u> National [Alabama, California, Florida, Mississippi, New Jersey, Pennsylvania, Texas]

## % major urban vs. minor urban vs. rural:

Major Urban: 60 % Minor Urban: 10 %

**Rural 30 %** 

### Contact Person:

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United States Department of the Treasury

## Waveland Community Development, LLC

**Controlling Entity Name:** Waveland Ventures, LLC

**Headquarters (city, state):** Milwaukee, WI

*Allocation Amount:* \$85,000,000

**Principal Financing Activity:** Real estate financing: Industrial

## Profile:

Waveland Community Development (WCD) will provide equity and debt capital for businesses and real estate projects that demonstrate a capacity for catalytic change in economically distressed communities. The NMTC allocation will allow WCD to structure deals that make capital available at rates significantly below market, no origination fees, substantial interest-only payment periods (seven years), loan amortizations that are much longer than standard (up to 40 years), and higher-than-standard loan/value ratios (up to 100%). In addition, Waveland will commit to donating 50% of the residuals generated from its NMTC allocation to CDFI entities that support women and minority owned businesses.

<u>Service Area:</u> National [Alabama, Colorado, Kansas, Mississippi, New Mexico, Texas, Wisconsin]

## % major urban vs. minor urban vs. rural:

Major Urban: 40 % Minor Urban: 20 %

**Rural 40 %** 

### Contact Person:

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United States Department of the Treasury

## Whitney New Markets Fund, LLC

**Controlling Entity Name:** Whitney National Bank

**Headquarters (city, state):** New Orleans, LA

Allocation Amount: \$50,000,000

**Principal Financing Activity:** Real estate financing: For-sale housing

## Profile:

Whitney New Market Fund (Whitney) received an allocation of NMTCs for use in the recovery and redevelopment of the Hurricane Katrina Gulf Opportunity Zone. Whitney will provide real estate development and business development investments. It will offer a flexible debt product, with equity features, at interest rates at least 33 percent below market. Real estate development investments will be focused on coastal tourism, residential, and neighborhood shopping center facilities. Business development investments will be focused on retail trade, owner-occupied office space, and community facilities.

Service Area: Multi-state [Alabama, Louisiana, Mississippi]

## % major urban vs. minor urban vs. rural:

Major Urban: 30 % Minor Urban: 70 %

Rural 0 %

## Contact Person:

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United States Department of the Treasury

## Wisconsin Brownfield and Economic Development Fund, LLC

**Controlling Entity Name:** Park Bank

Headquarters (city, state): Madison, WI

*Allocation Amount:* \$65,000,000

**Principal Financing Activity:** Real estate financing: Mixed-used (housing + commercial)

## Profile:

Wisconsin Brownfield and Economic Development Fund (WBEDF) will provide debt and equity investments in the urban communities of Wisconsin to facilitate the redevelopment of brownfields, including urban infill new construction and the adaptive reuse of obsolete buildings. The NMTC allocation will enable WBEDF to offer senior debt at interest rates that are 400 basis points below market, and subordinated debt or equity investments with a return of capital of less than one percent. WBEDF will focus its efforts on large-scale, high-risk projects that would not otherwise be viable through state brownfield grants, CDBG and other local resources alone.

**Service Area:** Statewide [Wisconsin]

### % major urban vs. minor urban vs. rural:

Major Urban: 20 % Minor Urban: 80 %

Rural 0 %

### Contact Person:

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United States Department of the Treasury

## Wisconsin Community Development Legacy Fund, Inc.

**Controlling Entity Name:** Wisconsin Housing and Economic Development Authority

Headquarters (city, state): Madison, WI

*Allocation Amount:* \$120,000,000

**Principal Financing Activity:** Business financing

## Profile:

The Wisconsin Community Development Legacy Fund (WCDLF) will use its NMTC allocation to bring equity-equivalent financial capital and low cost senior debt that is not currently available in low-income communities in Wisconsin. WCDLF has formed strategic relationships with two CDFIs in order to finance transactions in distressed urban communities (with a focus on Milwaukee) and rural communities throughout the state. WCDLF will finance high-impact real estate and non-real estate projects, primarily with equity-equivalent subordinated debt products, but also with senior and mezzanine debt products with financing at least 50% below market rates.

**Service Area:** Statewide [Wisconsin]

## % major urban vs. minor urban vs. rural:

Major Urban: 60 % Minor Urban: 10 %

**Rural 30 %** 

## Contact Person:

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