



LEVERAGING CAPITAL FOR CHANGE

Making New Markets Work for Your Institution: You Don't Have to Have An Allocation

NCIF Annual Development Conference
CDFI Bank 2.0: Innovation for Impact

November 12, 2013

Introductions

Meet Your Presenters

Nancy Montoya

Regional Community Development Manager, Federal Reserve Bank of Atlanta

Marysol McGee

Board of Governors of the Federal Reserve System

Robert Ibanez

NMTC Program Manger, CDFI Fund

Julius Kimbrough

Vice President, Liberty Bank & Trust

Vickie Battle

Vice President, Investments and Lending, National Community Investment Fund

Presentation Roadmap

- **Introductory Remarks** – *Nancy Montoya*
 - Workshop Objectives
 - Board of Governors, Federal Reserve Banks, CDFI Fund and NCIF Partnership
- **Federal Reserve System Perspective** – *Marysol McGee*
 - What is the New Markets Tax Credit Program?
 - How Can the Program Help my Bank?
- **CFDI Perspective** – *Bob Ibanez*
 - History of the Program
 - Program Basics
- **Bank Involvement with New Markets**
 - Why Should Your Bank Get Involved with the Program?- *Vickie Battle*
 - How Can Your Bank Get Involved With the Program? – *Julius Kimbrough and Vickie Battle*
- **10 Minute Break**
- **Real Deals**
 - Transaction Structure Considerations – *Julius Kimbrough*
 - Case Studies – *Julius Kimbrough and Vickie Battle*
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Nancy Montoya Introductory Remarks

- Federal Reserve Partnership– Board of Governors, Federal Reserve Banks of Atlanta, Boston, Chicago, and Richmond - with the National Community Investment Fund
- Banks in different districts have expressed interest in participating in the NMTC program
- Reserve Bank system interested in supporting their constituency in enhancing the applicability of the program to their banks
- Workshop Objectives – short term and medium term goals

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Building Communities, Building New Markets Tax Credit Opportunities

Marysol McGee
Board of Governors of the
Federal Reserve System

NCIF Annual Conference
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Board of Governors of the Federal Reserve System
Federal Reserve Bank of Atlanta
Federal Reserve Bank of Chicago

Federal Reserve Bank of Boston
Federal Reserve Bank of Richmond

What is the New Markets Tax Credit Program?

Program that uses federal tax credits to attract private capital into urban and rural low-to-moderate income communities

Funds business development lending and investments, including: commercial real estate, community facilities, food, retail, manufacturing, housing, technology, energy, education and health care.

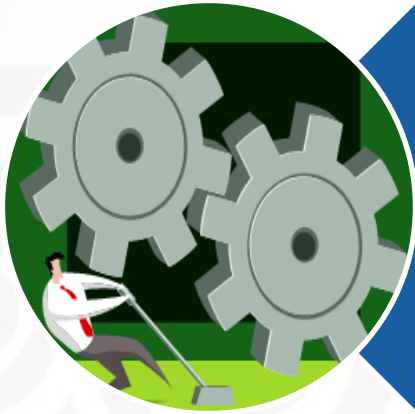
In addition to investment and lending that provide critical community services, the program also fosters job creation in low-to-moderate income communities.

Community Development and the NMTC Program

NMTCs have proven to be critical in helping to meet the needs of LMI communities by attracting capital:

- 88% of NMTC investors surveyed said they would not have invested in a low-income community without the tax credit

NMTC Impact at a Glance



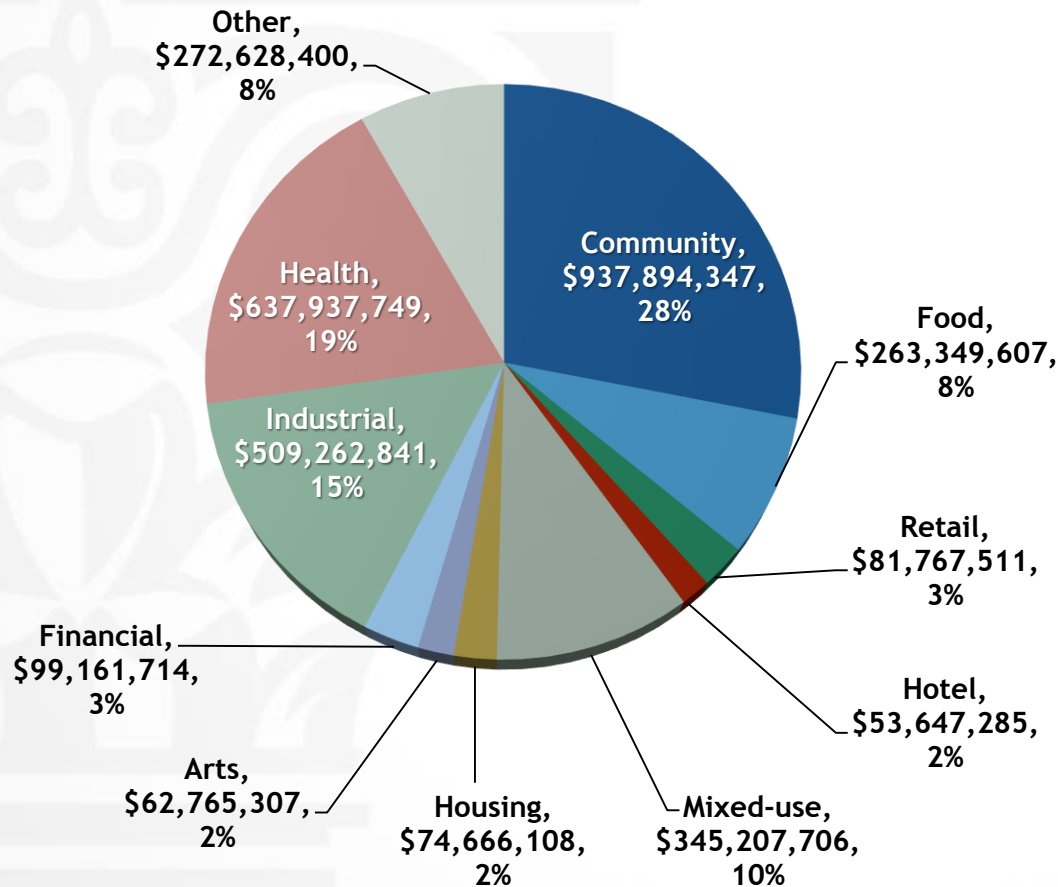
For every \$1 invested in the NMTC program, \$8 of private investment is generated*



Puts funding where it is most needed: over 70% of NMTCs investment are in highly distressed markets*

2012: Where Did the Money Go?

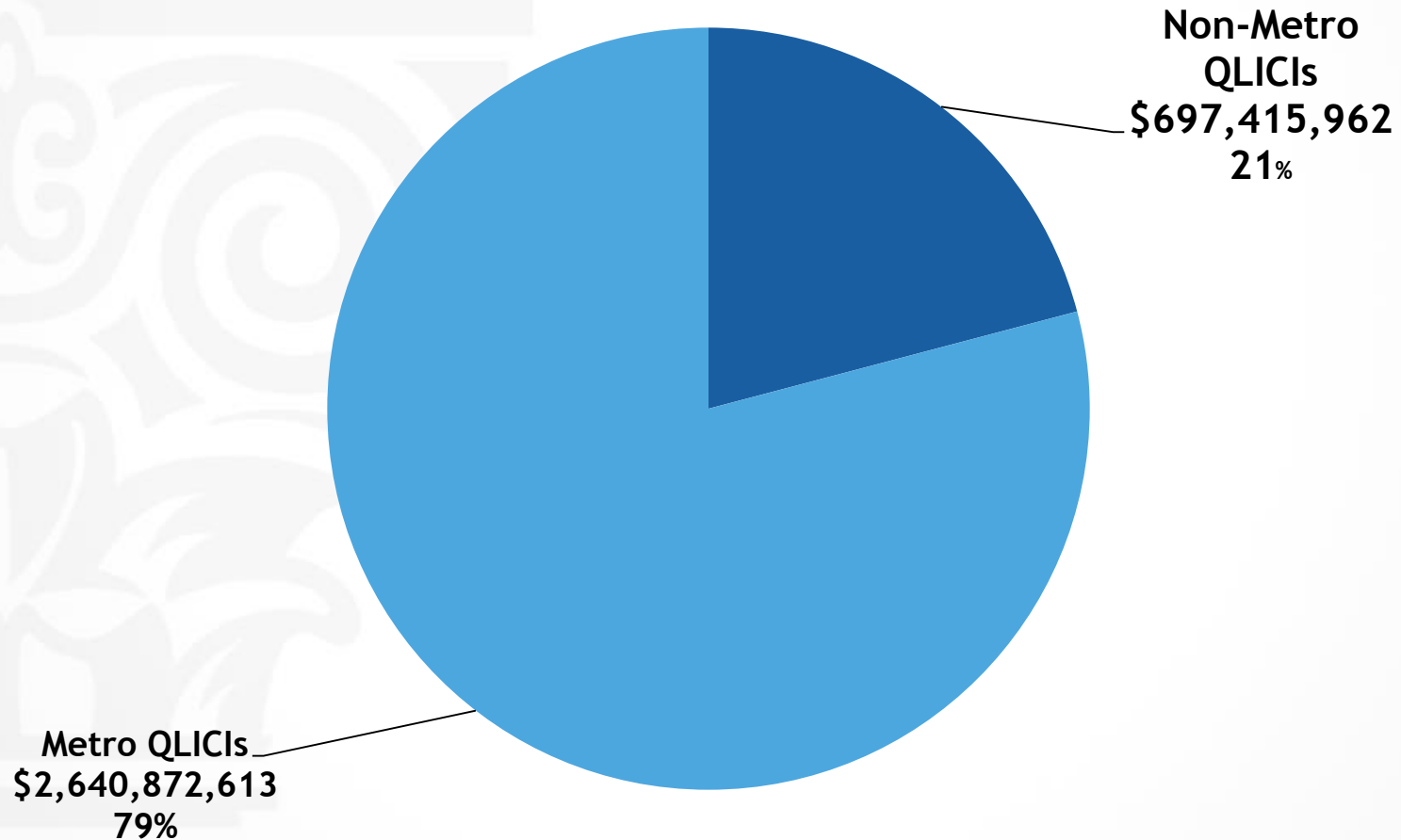
Types of Projects Financed by Dollar Amount (QLICs)



TOP BUSINESSES FINANCED

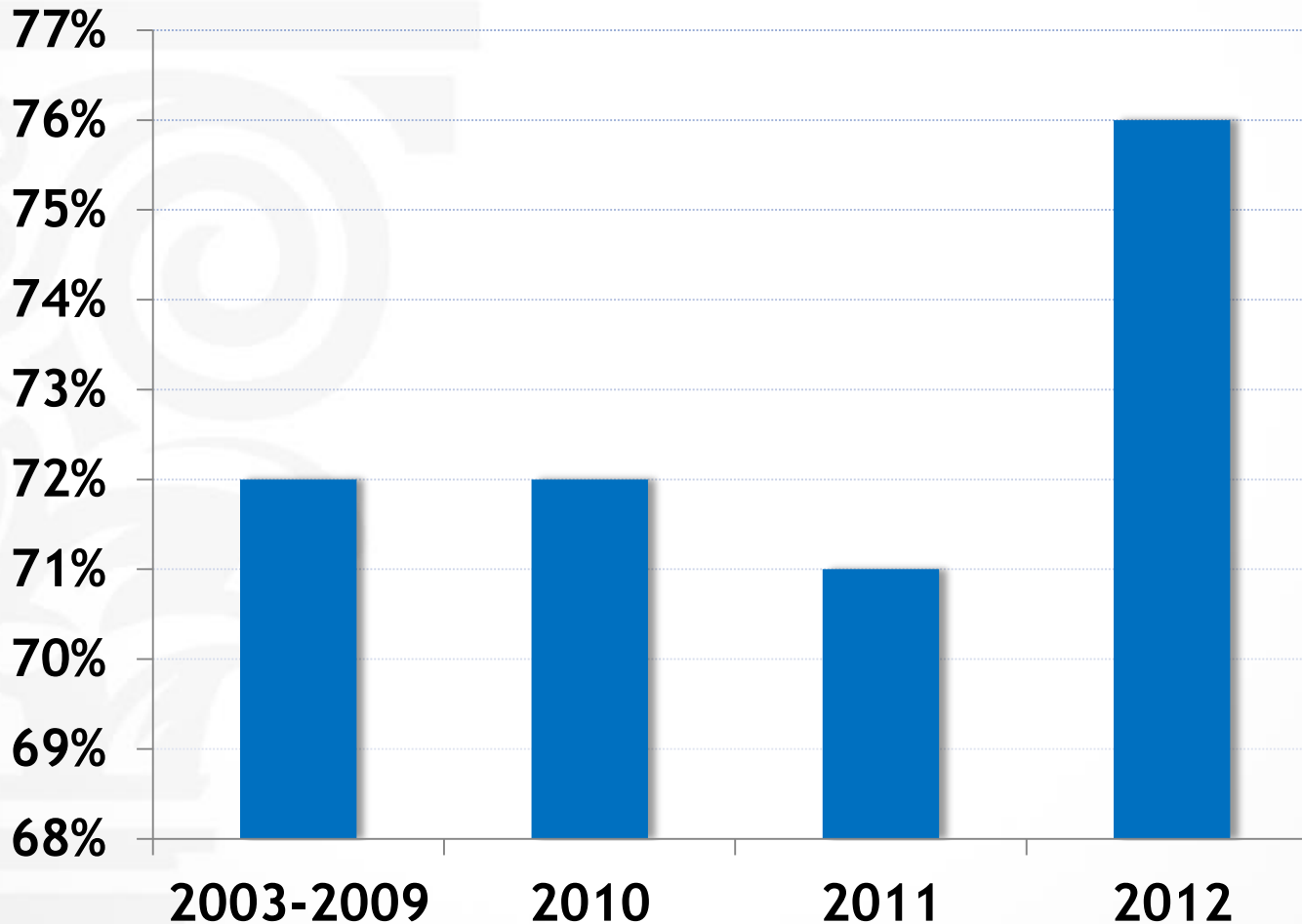
1. Educational and Community Facilities
2. Industrial (industrial, manufacturing, transportation logistics, or warehousing space)
3. Health (health and human services)

Dollar Amount in QLICs by Metro and Non-Metro Area



NMTC Are Increasingly Reaching the Areas of Most Distress...

Investments in Areas of Higher Distress

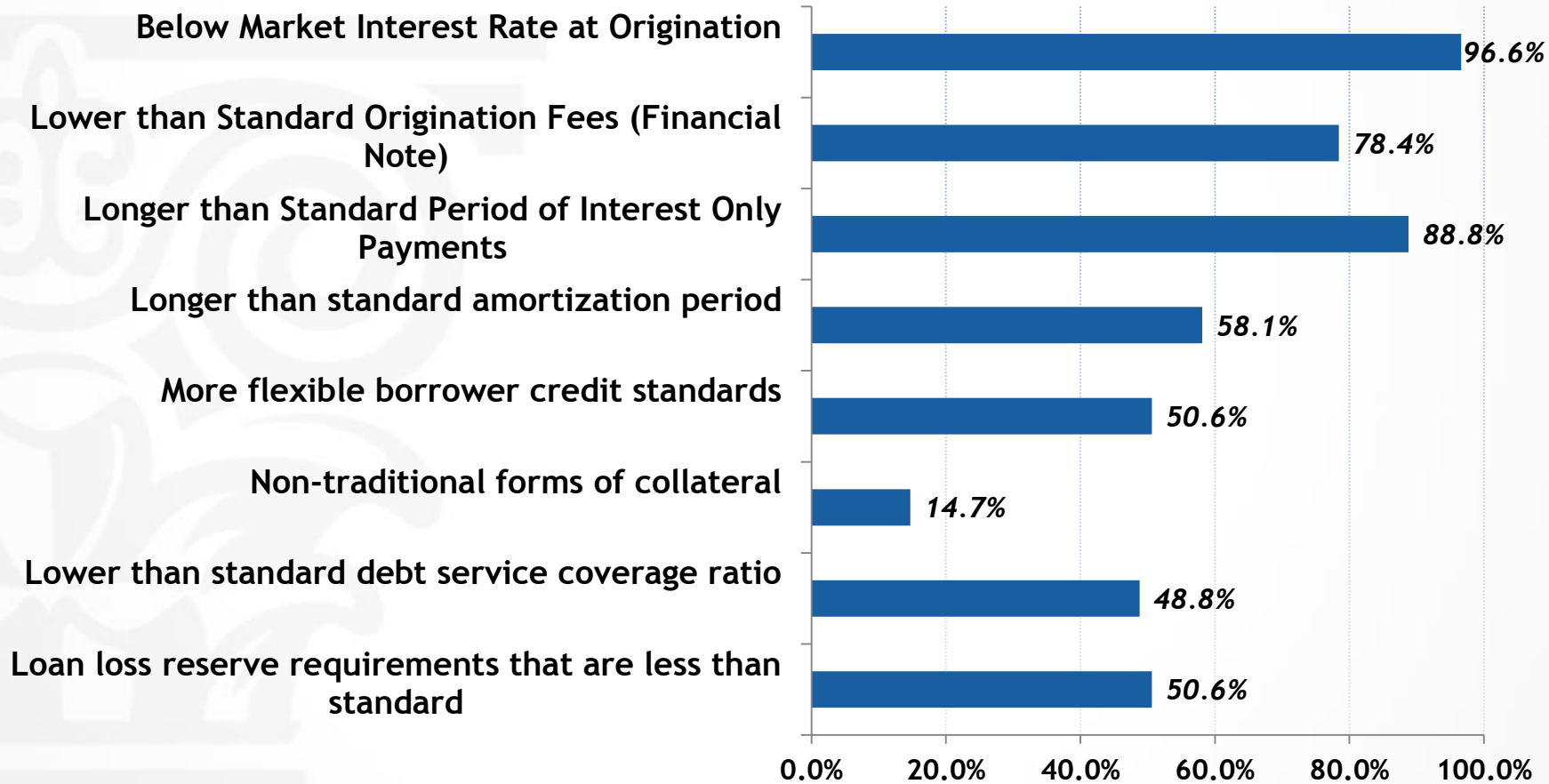


Investments by Area of Higher Distress in 2012

Investments in Areas of Higher Distress

Community Characteristics	Number of Projects	Percent of Projects	Total Project Funding
Poverty Rates Greater than 30%	129	47.3%	\$ 2,473,855,227
Median Income Less than 60% of Area Median Income	149	54.6%	\$ 3,341,054,227
Unemployment at Least 1.5 Times the National Average	177	64.8%	\$ 3,827,108,803
Severe distress (one or more of the above characteristics)	206	75.5%	\$ 4,201,424,237

Investments by Area of Higher Distress in 2012



NMTC Can Help Leverage Other Credit Enhancements

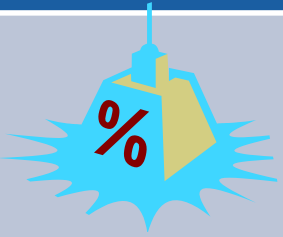
**By layering
funding,
NMTC
support
development
in LMI
communities**

- **Historic Tax Credits**
- **Renewable Energy Investment Tax Credits**
- **State NMTC, State SSBCI programs**
- **U.S. Department of Agriculture Loan Programs**
- **Planning District Loan Programs**
- **CDFI lending**

NMTC Can Help Banks Meet their Financial Goals

- Banks can participate in a variety of ways that drive new business to their portfolios
 - Investors can receive competitive returns on their equity investments
 - Leverage lenders may earn rates at or near market rates
 - NMTC enable participation in deals that otherwise would not be feasible
- Bangor Saving & Loan:
 - “Doing Well While Doing Good”

NMTC Can Help Meet Customer and Community Needs



Subsidy can be used to reduce the interest rates on loans that otherwise would be unaffordable



Could enhance the equity position of the owner beyond the NMTC compliance period, enabling stable permanent financing



Provide flexible terms

- Lower origination fees
- Interest-only payment periods
- Higher loan-to-value ratios

NMTC Participation Can Help Banks Meet Community Reinvestment Act (CRA) Requirements

A bank can receive consideration for its NMTC participation in several ways:

- **Investments in CDEs (the NMTC allocatee)**
- **Pro rata portion of a loan originated by a CDE**
- **Partial credit for investment**
- **Partial credit for loan**

What Is the Community Reinvestment Act?

CRA Statute --12 USC 2901 (Reg. 12 CFR 25)

- **Enacted to prevent redlining and to encourage financial institutions to help meet the credit needs of all segments of their communities, including low- and moderate-income (LMI) neighborhoods**
 - **Including low- and moderate-income individuals and tracts.**
 - **Including businesses/farms of different sizes and borrowers of different income levels.**
 - **Consistent with safe and sound operations.**

Naval Air Station Brunswick

Base Realignment and Closure, Brunswick, Maine

- Decommissioned Naval Air Station, May 2011
 - 1.5 million sq. ft. commercial/industrial space
 - 1,100 housing units
 - 3,300 acres
- Maine legislature establishes the Midcoast Regional Redevelopment Authority
 - Includes additional tax rebate/reimbursement program and apprenticeship program
- Renamed Brunswick Landing

Brunswick Landing Timeline

- Late 2010, MRRA issues RFP for \$14MM in financing for 80,000 manufacturing facility
 - Senior leverage loan and NMTC equity investment
- Attracts anchor tenant: Molylycke Health Care US LLC- Swedish multinational medical and surgical supplies manufacturer
 - *“The strong team effort (and) NMTC-based financing was instrumental in our decision to locate this critical factory in Maine.”*
- CDE: CEI Capital
- Leveraged Lender: Bangor Savings Bank
- Equity Investor: Wells Fargo Community Investment Holdings

Brunswick Landing Timeline

- Closed in late 2011
- Molylycke Health Care US
 - 50 new skilled manufacturing workers
- Anchor tenant attracted other advanced-technology companies:
 - American Bureau of Shipping
 - Integrated Marine Systems
 - Oxford Networks
- On-site business development: Maine Technology Institute (MTI)
- Technical college: Southern Maine Community College and Maine Advanced Technology and Engineering Center

DID THEY TAKE OFF?



POVERTY RATE

NASB

6.2%
2000

3.9%
2007-2011



12.4% **14.3%**
2000 2007-2011



10.9% **12.8%**
2000 2007-2011

Cumberland County, ME

7.9% **10.7%**
2000 2007-2011

Portland-South Portland-
Biddeford Metro Area, ME

NA **9.9%**
2000 2007-2011

MEDIAN FAMILY INCOME

\$40,652
2000

\$50,915
2007-2011



\$50,046 **\$64,293**
2000 2007-2011



\$45,179 **\$60,021**
2000 2007-2011

Cumberland County, ME

\$54,485 **\$73,913**
2000 2007-2011

Portland-South Portland-
Biddeford Metro Area, ME

NA **\$70,682**
2000 2007-2011

The poverty rate in the NASB went down but worsened in the county, state, and nation.

The median income for families in the NASB area rose but remained below national, state, county, and metro levels.

*Naval Air Station Brunswick (NASB) is in Census Tract 111, part of Cumberland County, Maine.

**To qualify for New Markets Tax Credits (NMTC), the poverty rate in a U.S. Census tract must be at least 20 percent. Otherwise, the median family income in a tract that is not within a metropolitan area must be less than 80 percent of the statewide median or the median family income for a tract within a metropolitan area cannot exceed 80 percent of the greater of statewide or metropolitan area median family income.

Source: 2000 Census, 2007-2011 American Community Survey, and Community Development Financial Institutions Fund.

Thank you!

Resources

Investing in What Works for America's Communities

Federal Reserve Bank of San Francisco

www.frbsf.org/community-development/publications/

New Markets Tax Credits: Unlocking Investment Potential

Office of the Comptroller of the Currency

<http://www.occ.gov/topics/community-affairs/publications/insights/insights-new-markets-tax-credits.pdf>

CDFI Fund Year in Review 2012

The CDFI Fund

http://www.cdfifund.gov/impact_we_make/research/FY%202012%20CDFI%20Fund%20Year%20in%20Review.pdf

Reports and Case Studies

The New Markets Tax Coalition

<http://nmtccoalition.org/reports-case-studies/>

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COMMUNITY DEVELOPMENT
FINANCIAL INSTITUTIONS FUND

www.cdffund.gov



New Markets Tax Credit Program Overview

PRESENTED BY
Bob Ibanez

PRESENTED ON
November 12, 2013



NMTC Program Summary

- The NMTC Program encourages private investment by providing a credit against Federal income taxes to investors that make Qualified Equity Investments (QEIs) into Community Development Entities (CDEs).
- CDEs are a intermediary vehicle for the provision of loans, investments or financial counseling in “Low-Income Communities” (LICs).
 - LICs are census tracts with at least 20% poverty rate; or where the median family income does not exceed 80% of the area median family income; or where the median family income does not exceed 85% of the area median family income, provided the census tract is located in a high migration rural county.
- CDEs use the proceeds of QEIs to make Qualified Low-Income Community Investments (QLICs).
- QLICs include, among other things, investments in operating businesses and real estate projects e.g., develops or rehabilitates commercial, industrial, retail, community facilities, mixed-use, and for-sale housing in low-income communities.



Ineligible Activities

Residential rental property

- Buildings or structures that derive 80 percent or more of its gross rental income from renting dwelling units.

Certain types of businesses

- Golf courses;
- Race tracks;
- Gambling facilities;
- Certain farming businesses;
- Country clubs;
- Massage parlors;
- Hot tub facilities;
- Suntan facilities; and
- Stores where the principal business is the sale of alcoholic beverages for consumption off premises.

Summary Graphic



History

Since its inception in 2000....



- Completed ten allocation rounds;
- Made 749 awards totaling \$36.5 billion in allocation authority;
- Includes \$3 billion in Recovery Act Awards and \$1 billion of special allocation authority to be used for the recovery and redevelopment of the Gulf Opportunity Zone.

2013/2014 (combined) NMTC Applications and Allocations



Received a total of 310 applications under the 2013/2014 round

The CDEs that applied under the 2013/2014 round are headquartered in 43 states, the District of Columbia, and Puerto Rico.

The applicants requested an aggregate total of \$25.8 billion in NMTC allocation authority.

2013/2014 Round: \$8.5 billion (\$3.5 billion authorized, \$5 billion subject to Congressional authorization).



Selection Process

Phase 1: Peer Review

External reviewers evaluate and score applications.

Phase 2: Panel Review

Applications that meet minimum scoring thresholds in each of the four major application sections (Business Strategy, Community Outcomes, Management Capacity, and Capitalization Strategy) are sent by ranking score to a CDFI Fund panel for consideration.

Selection of Applicants

Selecting Official makes final determinations based upon panel recommendations.

During Panel the CDFI Fund will review past transactions from Prior Allocatees.

Adjustments may be made to the final pool to ensure proportional representation from CDEs serving Non-Metropolitan Counties.

NMTC Impacts at a glance



CUMULATIVE AND ANNUAL PERFORMANCE OF NMTC PROGRAM ALLOCATEES⁷

Lending and Investing Activity	FY 2012	Cumulative
Total QLICI ⁸	\$5.5 billion	\$26.4 billion
Number of QLICI	1,278 QLICIs	6,814 QLICIs
Percent of Loans/ Investments in Severely Distressed Communities	70.6%	70.5%
Jobs at End of Reporting Period	31,405 jobs	111,277 jobs
Projected Construction Jobs	52,448 jobs	247,555 jobs
Affordable Housing Units Financed	2,967 housing units	7,488 housing units
Sq. Ft. of Commercial Real Estate	18.6 million sq. ft.	109.3 million sq. ft.
Businesses Financed	578 businesses	1,781 businesses

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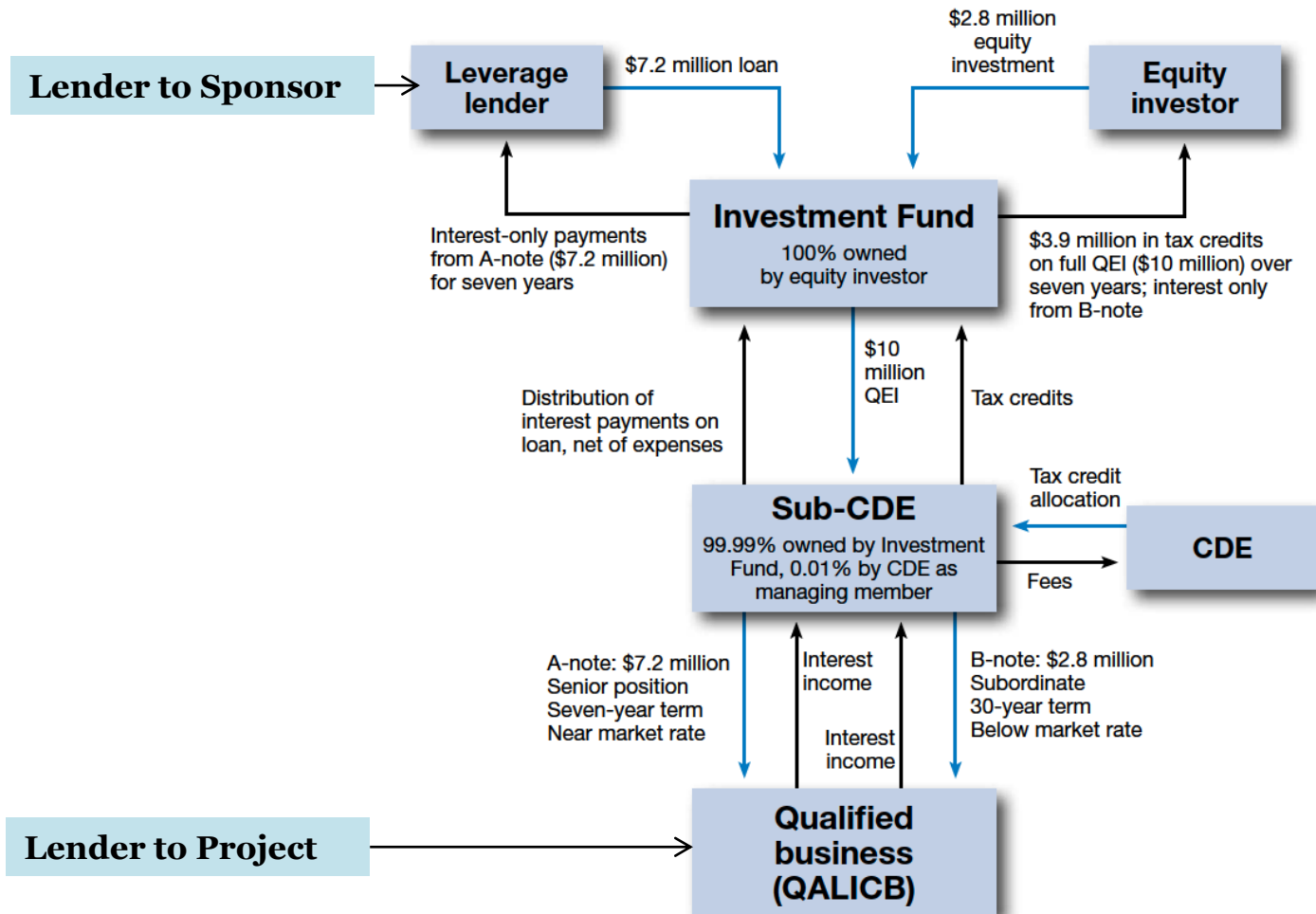
How can my Bank get Involved?

- Bank as Allocatee

- Bank as Lender
 - Leveraged Lender to the Investment Fund
 - Lender to Sponsor that makes the Leveraged Loan
 - Direct Lender to the Qualified Business
 - Participants in Loan made by other banks (could be the bank associated with the equity investor)

- Bank builds relationship with the QALICB via depository, trust, loan servicing or other banking services.

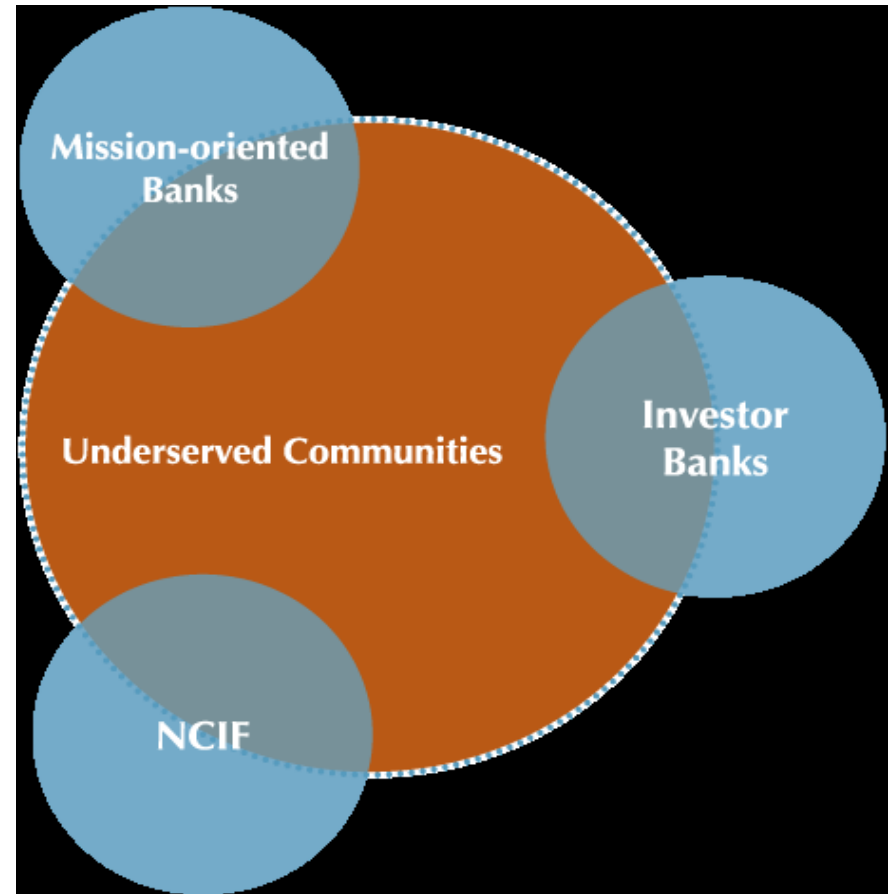
Leverage Structure Transactions



Source: OCC

NCIF's 3-Way Partnership

- **NCIF** requires the involvement of a mission-oriented bank in **every** transaction to which it directs NMTC allocation to maximize our impact in some of the most highly distressed communities in the country .
- **Mission-oriented banks** recommend a transformational local project. As a Tax Credit Equity Investor, Leveraged Lender, Direct Lender, or Co-Allocatee, the bank is able to provide opportunities to their communities at a lower financing cost, and with lower risk.
- **Investor banks** provide tax credit equity to the project. The large banks are able to build relationships with community banks and apply that local expertise to meet their CRA obligations in low-income communities.

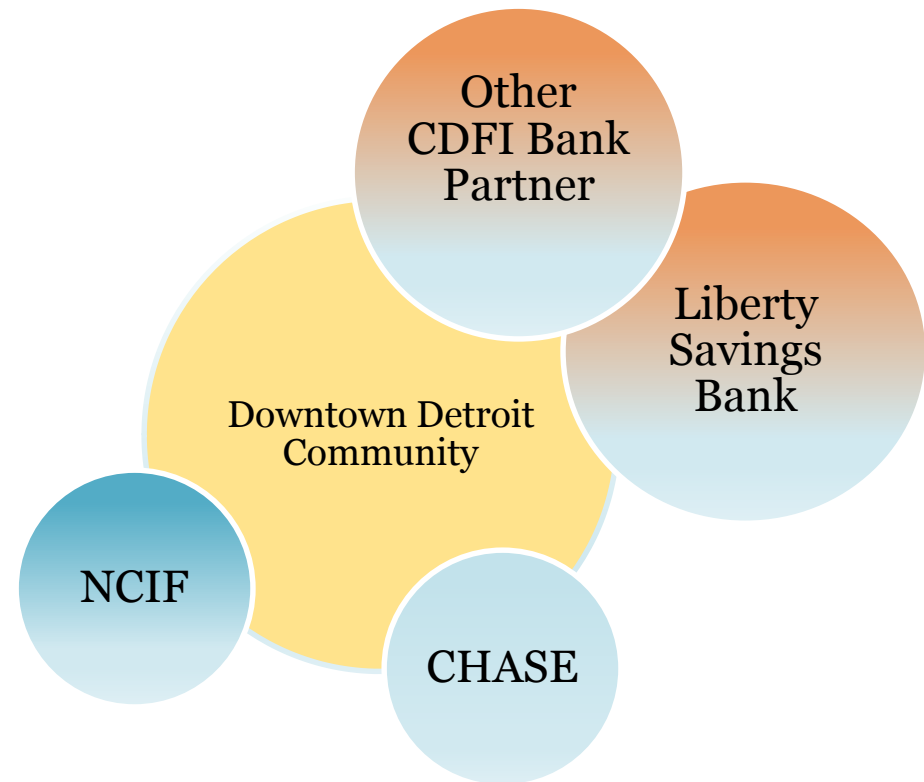


3-Way Partnership In Action (Detroit, Michigan)

\$30 MM total project for the reuse and rehabilitation and conversion of a historic, dilapidated 13-story structure into 56 residential units and 50,974 sf of office space.

TRANSACTION PARTNERS

- **2 CDFI Banks as Leverage Lenders**
 - Both have local offices in the city of Detroit
 - Both committed to the City of Detroit's long-term revitalization plan
- **1 CDFI Bank as Loan Participant in Direct Loan** to the Project
- **NCIF** as Allocatee
- **CHASE** as Investor and Allocatee



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Transaction Structure Considerations

	Leveraged Loan	Bank Loan to Sponsor/Direct Loan to Project	CDE Loan to QALICB
Loan Terms	7 year	7 year	7 year
Amortization	30 years	Straight line	30 years
Interest rate	Market Rate	Market Rate	Blended Rate
Forbearance	7-year standstill	7-year standstill	7-year standstill
Prepayments	Not-allowed	Not-allowed	Not-allowed
Collateral	On Membership Interests of IF	Normal Collateral	Normal Collateral
Operations	Normal	Normal	Normal
Compliance by CDE	IRS and CDFI Fund	IRS and CDFI Fund	IRS and CDFI Fund
Participation in NCIF Network	Yes	Yes	NA

Impact

- “But For” Test
 - Demonstrate that the project cannot be financed without the NMTC subsidy

- Highly Distressed Area
 - 100% of all loans have to be in highly distressed area – commitment to the CDFI Fund to finance the most impactful transactions

- Community Benefits Agreement
 - Impact criteria need to be codified and measured on an annual basis. This includes indexes of impact like jobs created/maintained, community facilities created et al

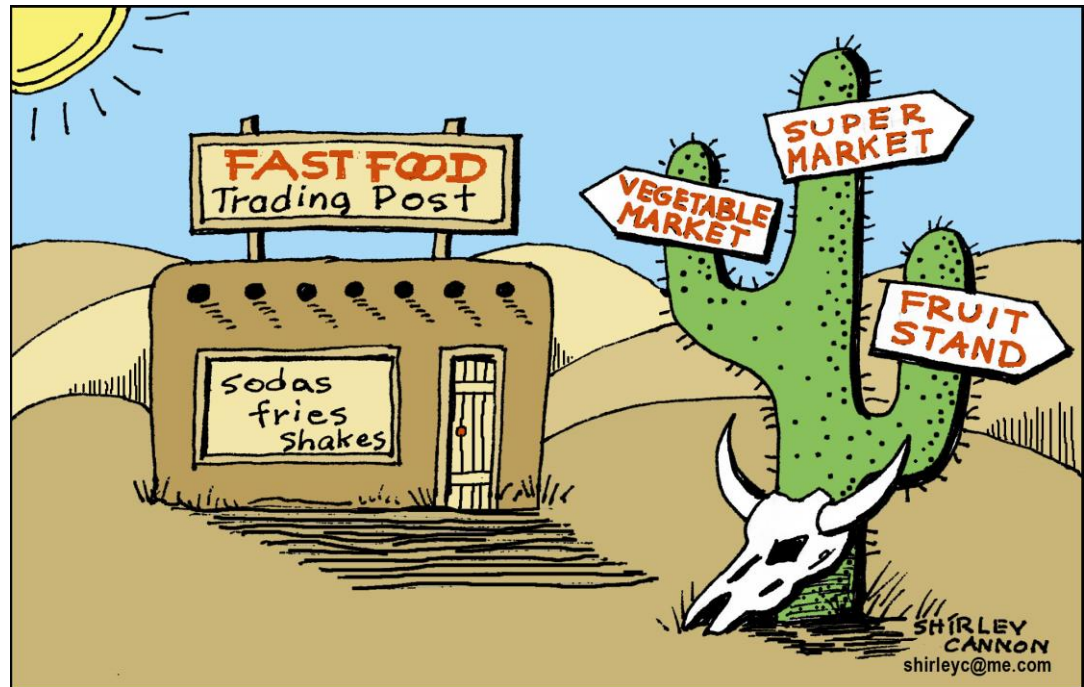
- “*Pay for Impact*” Incentives
 - NCIF structure to reduce cost of funds in exchange for demonstrated increase in impact

Real Deals: CASE STUDIES



Real Deal: Insufficient Capital to Complete High Impact Transaction (Detroit, MI)

- **Federally designated food desert** -No national grocer presence in more than 50 years
- **Significantly Severely Distressed Area**
 - 40%+ Poverty Rate
 - Unemployment Rate of **3.22x** National Average
- **Zones**
 - Economic Hot Zone
 - Tax Increment Financing Zone
 - Brownfield Redevelopment Area
 - Federally Designated Food Desert



Real Deal: Insufficient Capital to Complete High Impact Transaction (Detroit, MI)

1. Retail Developer creates a plan to meet the need—a 362,000 sf retail shopping center anchored by a national grocery superstore
 1. Great idea
 2. Limited Equity



2. Goals of project align with community and local government efforts to create new jobs and eliminate blighted property

3. Grant and Loan funding commitments as Leverage Loan

- Tax Incremental Financing
- Brownfield Tax Credits (Bank provided bridge financing)
- City Infrastructure Grants
- Urban Development Loan
- Local Economic Development Funding
- Borrower Equity

NOT ENOUGH – 70% of Project Funding



Real Deal: Insufficient Capital to Complete High Impact Transaction (Detroit, MI)

New Markets Tax Credits

...provided the required 30% gap financing by **LEVERAGING** committed funding sources with Tax Credit Investor Equity with ...

terms designed to improve cash flow, such as,

- flexible payment terms
- lower interest rates
- extended interest only period

to help...

- Create 800+ new jobs
- Remediate and revitalize a 36 acre brownfield site
- Introduce a regional supercenter providing affordable groceries to more than 500,000 residents
- Bring in a series of national retailers



Post Hurricane Katrina Financing to Rebuild a Local Funeral Home (New Orleans, LA)

- 125-year-old, family-owned business employed between 50 and 100 employees at six locations
- Hurricane Katrina wiped out their fleet of limos, damaged every New Orleans location, and ravaged their signature funeral parlor, a grand 1920s theater in the Broadmoor area.
- Employees were scattered and homeless.

About the Community:

- Poverty Rate – 55%
- 27% Area Median Income
- SBA designated HUB Zone
- GO Zone
- State Enterprise Zone



By [Jennifer Liberto](#), CNNMoney.com senior writer

Last Updated: August 20, 2009: 2:30 PM ET

Black businesses hit hard in New Orleans

African-American firm owners exited the business community in higher numbers than white owners - and those that returned face more challenges.



Post Hurricane Katrina Financing to Rebuild a Local Funeral Home (New Orleans, LA)

1. Business owners tried to balance renovating damaged buildings with performing funeral services, usually at other churches.
2. Grant and Loan funding commitments
 - State Community Revitalization Deduction
 - State Historic Tax Credits
 - Other GO Zone incentives = accelerated depreciation
3. Rebuilding efforts undertaken amidst an uncertain future for the city of New Orleans
 1. Unpredictable financial forecast
 2. Cost to rebuild exceeded project value
 3. Limited financial resources

RISK PROFILE VERY HIGH = \$2.5 million needed

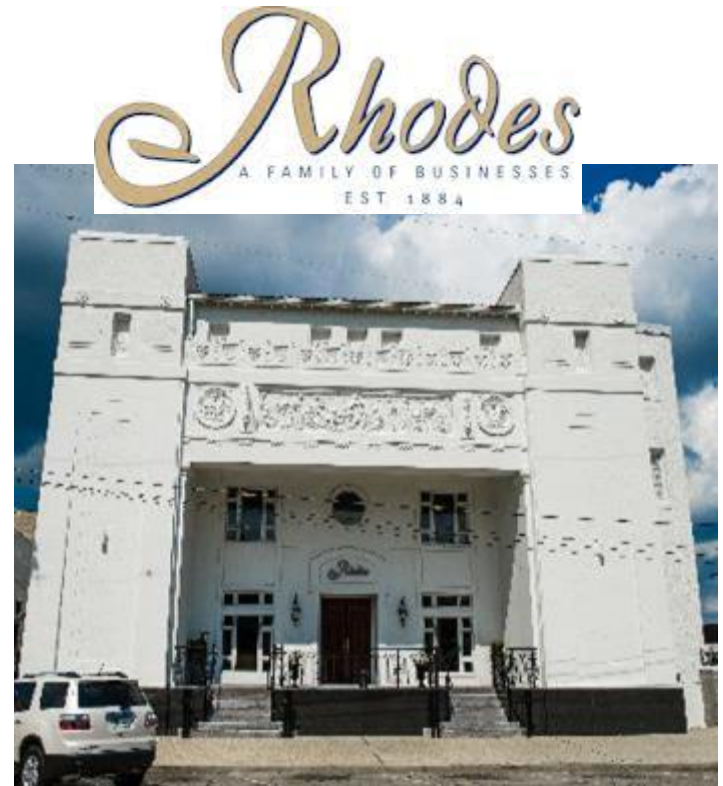
Post Hurricane Katrina Financing to Rebuild a Local Funeral Home (New Orleans, LA)

New Markets Tax Credits

program flexibility...helped the Rhodes family to provide the gap financing needed to...

...complete the renovations needed to re-open this longstanding business...

.... Re-establish itself as an anchor and employer for a neighborhood devastated by Hurricane Katrina



Real Deal: Insufficient Collateral to Complete Family Services Facility Expansion (Vancouver, WA)

- **Community Service Organization**
 - Expansion project to increase physical space to accommodate more programming
 - High proportion of services offered to LIC residents for free or at a subsidized rate
- **Unemployment rate more than 1.5x national average**
- **Located adjacent to and actively patronized by residents of neighboring Housing Authority apartments**

IT'S NOT
JUST KID
STUFF



Real Deal: Insufficient Collateral to Complete Family Services Facility Expansion (Vancouver, WA)

1. Goals of project align with community and local government – increasing capacity to fill a void created by elimination of much needed family-based social service programming due to budget cuts.
2. Grant and Loan funding commitments
 - Capital campaign bridge loan (CDFI Banking Partner)
 - State Grant
3. Cost of expansion well exceeds project value



Over 100% LTV

Real Deal: Insufficient Collateral to Complete Family Services Facility Expansion (Vancouver, WA)

New Markets Tax Credits

Enabled the project transaction partners to look beyond the value of the project to **See the Value of its USE**

The combination of ..

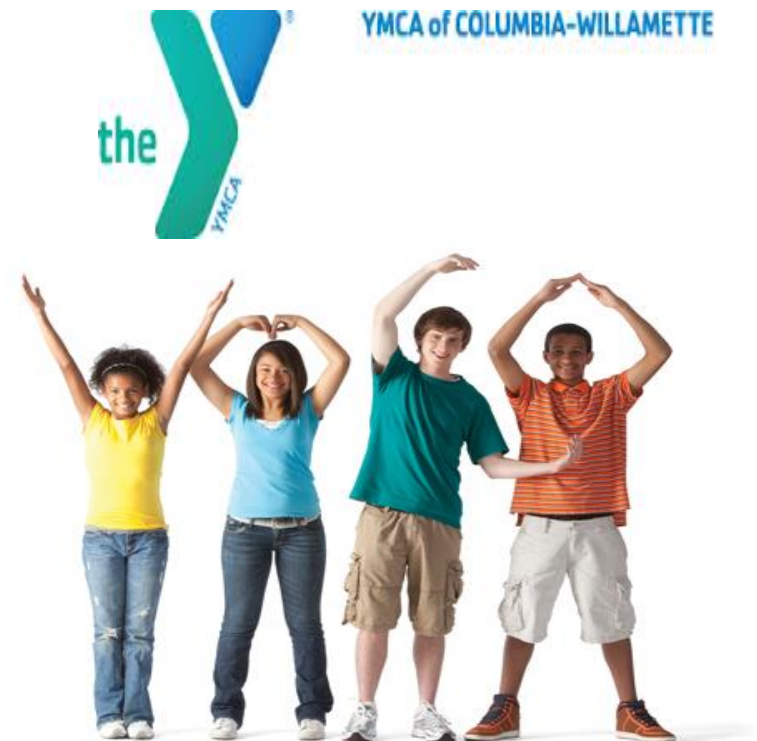
...a low interest rate with

...a longer standard period of interest only payments, yielded a reasonable debt service level

...which produced favorable cash flows and

...**lessened collateral dependence**, which resulted in

- Addition of a Teen Center
- Gymnasium Upgrade
- Swim instruction program expansion
- Convening space for local clubs and service organizations



Equipment Financing for a Louisiana Pizza Chain (Louisiana)

New Markets Tax Credits

...provided the equipment financing for a minority owned Pizza Chain

- Market interest rates
- Longer than standard period of interest only payments and
- Lower than standard debt service coverage ratio

About the Community

- Poverty Rate – 16-38%
- Maintained 261 jobs



Equipment Financing for a Louisiana Pizza Chain (Louisiana)

1. Provided equipment for 18 stores around the State of Louisiana
2. Long-term Liberty Bank customer
3. Bank could not extend additional credit to borrower
4. Total deal size \$375,000

Real Deal: Insufficient Cash Flow to Sustain Charter School Operations (Chicago, IL)

- High performing charter school in need of renovation and expansion

About the Community

- Poverty Rate – 44.5%
- Unemployment Rate – 3.55x National Average
- SBA designated HUB Zone
- CDFI Fund Hot Zone
- Federally designated medically underserved areas



Real Deal: Insufficient Cash Flow to Sustain Charter School Operations (Chicago, IL)

1. Goals of project align with community and local government – School birthed from a social service agency dedicated to serving low-income immigrants – wants to increase capacity and expand services to include adult education programming
2. Grant and Loan funding commitments
 - Loan to Sponsor (CDFI Banking Partner)
 - State Grant
3. Construction cost overruns increased deal size.

Expensive Capital = Staff and Program Cuts

Real Deal: Insufficient Cash Flow to Sustain Charter School Operations (Chicago, IL)

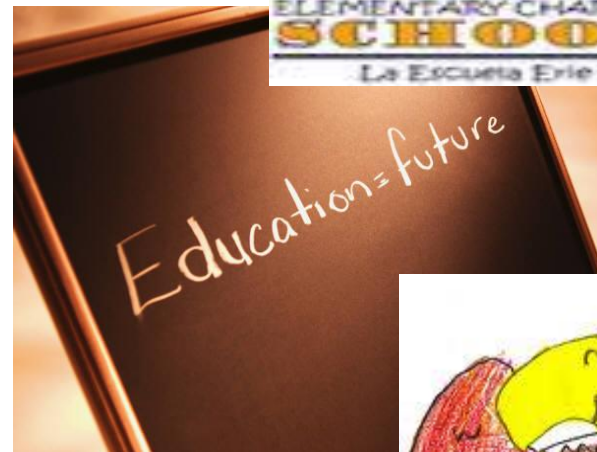
New Markets Tax Credits

...provided the gap financing needed under terms that produced a debt service requirement that did not impair the school's operating cash flows, such as,

- Very low interest rates
- Longer than standard period of interest only payments and
- Subordinated debt

to help enable the school to...

- Increase enrollment capacity
 - Expand after school programming
 - Offer adult education programming such as ESL and computer training
-
- AND NCIF offered a **Pay for Performance Incentive** – to encourage even more good work



Presentation Roadmap

- **Introductory Remarks** – *Nancy Montoya*
 - Workshop Objectives
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- **10 Minute Break**
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 - Transaction Structure Considerations – *Julius Kimbrough*
 - Case Studies – *Julius Kimbrough and Vickie Battle*
- **How to Identify Deals**
 - Deal Characteristics and Project Types –*Julius Kimbrough*
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 - NCIF New Markets-Enhanced Small Business Loan Fund – *Vickie Battle*
- **Workshop Summary and Conclusion** – *Vickie Battle*

How to Identify New Markets Deals

- Existing Clients with expanding needs
- Local Projects
 - Transaction Size above ordinary limits for your bank
 - Major contributors to the local economy
- For profits and nonprofits
- NMTC deal size: \$5MM and up, typically

Finding CDEs with Allocations QEI Investment Report



- The CDFI Fund is pleased to be able to make available on its website the New Markets Tax Credit (NMTC) Qualified Equity Investment (QEI) Issuance Report (Report). The Report provides information on each entity that has not finalized all of its NMTC allocations, and it identifies, among other things, the total allocation amount received by each entity; the dollar amount of allocation authority that has been issued to investors; the amount remaining to be issued to investors; and the predominant markets to be served by each entity. The Report does not include information on entities that have received NMTC allocations but already finalized their entire allocation.
- Users may download this Report and use either the Find toolbar or the Search PDF window to locate a word, series of words, or partial word in the PDF document. Users may also find it useful to cross-reference this Report with the CDFI Fund's States Served map and reports. The States Served map and reports allow users to quickly identify Allocatees serving particular geographic areas of interest that users can then look-up in the QEI Issuance Report that lists Allocatees in alphabetical order.
- The CDFI Fund, on a monthly basis, will update the QEI Issuance Report based on information reported by Allocatees. Annually, after the CDFI Fund completes its competitive review process and successful applicants are selected, the CDFI Fund will add those organizations selected to receive allocations of NMTCs to the Report.
- *NOTES: Allocatee information reflects the most current information on file with the CDFI Fund as of the date reflected on the QEI Issuance Report. An Allocatee that appears with an Amount Remaining may have internally reserved all or a portion of its remaining QEI amount to fund an investment that has not yet closed. Please contact the Allocatee-identified Contact Person to obtain up-to-date information.*

Summary by Round

Year **	Total Allocation	Amount Finalized	Amount Remaining
Round 1 (2001-2002)	\$2,485,699,042.00	\$2,485,699,041.87	\$0.13
Round 2 (2003-2004)	\$3,493,786,205.00	\$3,493,786,204.29	\$0.71
Round 3 (2005)	\$1,964,830,000.00	\$1,964,688,855.60	\$141,144.40
Round 4 (2006)	\$4,099,765,000.00	\$4,099,765,000.00	\$0.00
Round 5 (2007)	\$3,893,000,000.00	\$3,892,249,020.48	\$750,979.52
Round 6 (2008)	\$4,965,000,000.00	\$4,892,609,472.29	\$72,390,527.71
Round 7 (2009)	\$5,000,000,000.00	\$4,818,009,269.17	\$181,990,730.83
Round 8 (2010)	\$3,475,000,000.00	\$3,345,875,791.00	\$129,124,209.00
Round 9 (2011)	\$3,622,919,753.00	\$3,154,816,331.00	\$468,103,422.00
Round 10 (2012)	\$3,500,000,000.00	\$0.00	\$3,500,000,000.00
Total	\$36,500,000,000.00	\$32,147,498,985.70	\$4,352,501,014.30

Awardee Profile Details



- **National Community Investment Fund**
Chicago, IL
Contact Information: Saurabh Narain
Phone: (312) 881-5826 E-mail: snarain@ncif.org

Organizational Profile: National Community Investment Fund (NCIF) is a certified CDFI established in 1995. NCIF invests equity and debt in community development banking institutions (CDBIs). NCIF also provides development services addressing the needs of CDBIs. NCIF will use its FY 2013 Financial Assistance award to increase lending and to capitalize a new small business lending initiative.

- **NMTC 2012 Award/Allocation Amount:** \$45,000,000
- **Controlling Entity:** the name of the controlling entity, if there is one, has not been provided.
- **Service Area: Type:** National Predominant states served: CA, IL, KS, KY, MI, NJ, WA
- **Percent urban & rural:** Major urban: 55 Minor urban: 35 Rural: 10
- **Product Type:** There are no product types for this award.

Profile: National Community Investment Fund (NCIF) will use its 2012 NMTC allocation to invest in high impact non-profit and mixed-use transactions that create jobs and revitalize economically distressed communities. NCIF's NMTC business strategy involves partnering in each NMTC transaction with a CDFI/mission-oriented bank that is a low-income community and/or financial institution, thus fostering long-term permanent benefits to the local community. The CDE intends to offer equity equivalent terms and conditions, senior debt, and/or subordinated debt.

Other Awards: FA 2013, FA 2012, FA 2010, FA 2009

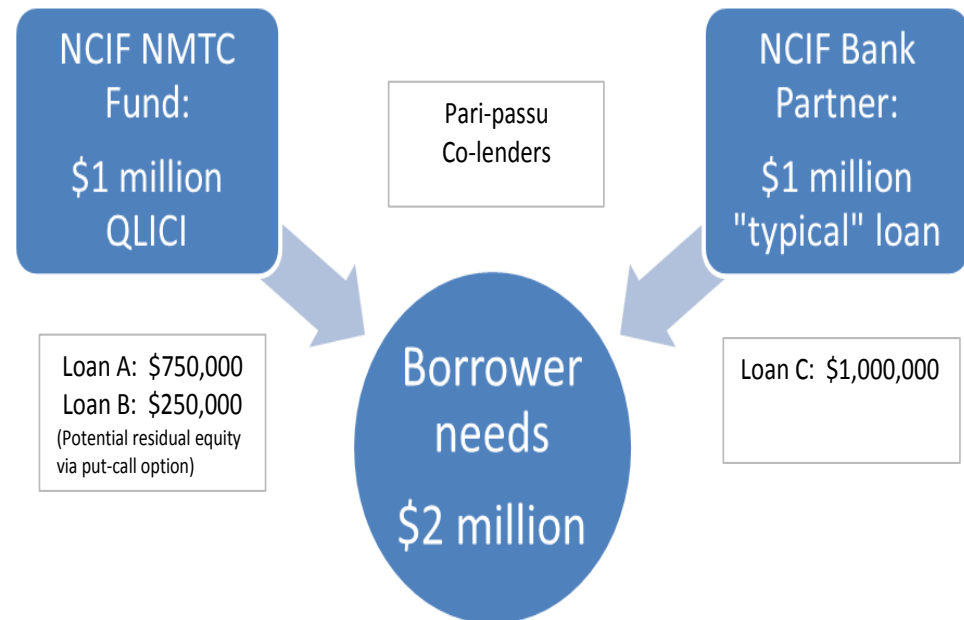
NCIF NMTC-enhanced Small Business Loan Fund

NCIF is creating a pilot small business loan fund to promote small business lending in minority and low-and moderate income communities, nationally.

Eligible Transactions:

- Available to **Nonprofit and For Profit Businesses operating in Low Income Communities** (except for Excluded Businesses) who create **JOBS** and/or significant community development **IMPACT**
- Borrower Types -Community facilities, child care providers, Health centers (FQHCs), franchisees, manufacturing companies, professional services providers, neighborhood community centers
- Use of Proceeds -acquisition or improvement, fixed asset acquisition, business acquisition, permanent working capital
- Targeted Deal Size: **\$1-3MM**

NMTC-Enhanced Small Business Fund A 3-Way Strategy Initiative



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