

FCLF NMTC PROGRAM



- **\$327 million**
TOTAL NMTC ALLOCATION
FEDERAL + STATE
- **\$557 million**
TOTAL PROJECT COSTS
- **28 projects**
IN DISTRESSED
CENSUS TRACTS
- **1.7 million**
SQUARE FEET
OF FACILITIES
- **6,811 jobs**
CREATED OR RETAINED

AT 6.30.2019

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The New Markets Tax Credit (NMTC) Program was created in 2000 by Congress to encourage the flow of private investments into very low-income communities. Since inception, NMTC has delivered \$95 billion in total project financing to nearly 6,000 projects, creating or retaining more than 1,000,000 jobs in low-income and rural communities nationwide.

FCLF continues to be the only Florida-based NMTC recipient with a significant track record in sourcing and closing NMTC transactions. FCLF's NMTC Program is dedicated to improving low-income communities through projects with broad social impact.

FCLF NMTC SUCCESS STORY:

BOYS & GIRLS CLUBS OF MANATEE COUNTY

\$11.5 MILLION TOTAL PROJECT
\$10.5 MILLION FCLF NMTC ALLOCATION
37,500 SQ FT NEW FACILITY CONSTRUCTION
2,400 CHILDREN & YOUTH SERVED ANNUALLY

Since being established in 1946, more than 40,000 children have passed through the doors of the Boys & Girls Clubs of Manatee County. With NMTC financing, the 50-year-old DeSoto Club facility was replaced with a new 37,500 sq-ft building including art space, a computer lab, mentoring classrooms, a gymnasium, and a commercial kitchen. The DeSoto Club will reach 2,400 children and youth annually, 75% low-income, providing programs in academic excellence, good character and citizenship, and healthy lifestyles. Boys & Girls Clubs often serve as the only choice in disadvantaged



communities that youth have to turn towards after school. Beyond academic support and teaching good citizenship, Clubs provide a safe place to build a sense of community and trust with other kids and adults, and often is the only chance for a square meal for kids coming from households in dire financial situations.

FCLF provided \$10.5 million in NMTC allocation. PNC Bank is the investor.

www.bgcmanatee.org



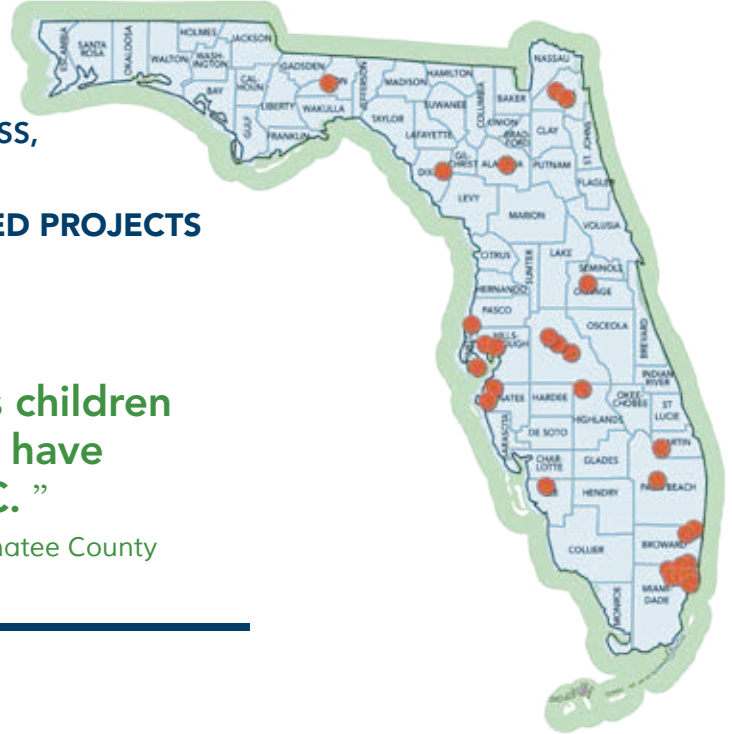
Florida Community Loan Fund NMTC PROJECTS

FCLF NMTC FOCUS

- **COMMUNITY FACILITIES:** HEALTHCARE, HOMELESS, DOMESTIC VIOLENCE, EDUCATION/YOUTH
- **COMMUNITY-BASED OR COMMUNITY-ORIENTED PROJECTS**
- **HIGH IMPACT ECONOMIC DEVELOPMENT OR MANUFACTURING PROJECTS**

“ Our new state-of-the-art facility helps children reach their full potential. This wouldn't have been possible without FCLF and NMTC. ”

Dawn Stanhope, President & CEO, Boys & Girls Clubs of Manatee County



COMMUNITY FACILITIES

- HOMELESS FACILITIES
- COMMUNITY HEALTHCARE
- DOMESTIC VIOLENCE SHELTERS

From urban core facilities that provide help for homeless and domestic violence victims to non-metro areas where healthcare for low-income residents is a real concern, community facilities that place a priority on serving low-income clients or provide dedicated services to low-income or at-risk clients are a priority for FCLF's NMTC Program.



METROPOLITAN MINISTRIES, TAMPA & PASCO COUNTY

- transitional housing & homeless services
- \$36 MILLION IN 2 PROJECTS
- \$21 MILLION FCLF NMTC



LOTUS VILLAGE, MIAMI

- homeless women & children shelter & services
- FQHC on site
- \$28 MILLION PROJECT
- \$13.5 MILLION FCLF NMTC



CENTRAL FLORIDA HEALTH CARE, POLK & HIGHLANDS COUNTIES

- healthcare for low-income residents
- \$8.5 MILLION PROJECT (4 locations)
- \$8.5 MILLION FCLF NMTC
- \$6.4 MILLION FCLF STATE NMTC



ORANGE BLOSSOM FAMILY HEALTH, ORLANDO

- healthcare for homeless & low-income
- \$6.2 MILLION PROJECT
- \$6.1 MILLION FCLF NMTC



CASA, ST. PETERSBURG

- domestic violence shelter & services
- \$12 MILLION PROJECT
- \$12 MILLION FCLF NMTC
- \$4.8 MILLION FCLF STATE NMTC



CAMILLUS HOUSE, MIAMI

- human services, homeless & at risk
- FQHC on site
- \$37.4 MILLION PROJECT
- \$20 MILLION FCLF NMTC



HENDERSON BEHAVIORAL HEALTH, FT. LAUDERDALE

- behavioral health & crisis stabilization unit
- \$16 MILLION PROJECT
- \$14 MILLION FCLF NMTC

EDUCATION & YOUTH FACILITIES

The NMTC program can help schools and other organizations that serve low-income students and underserved communities to expand and offer an emphasis on learning and preparing for college or career.



BISHOP MUSEUM OF SCIENCE & NATURE, BRADENTON

- youth outreach & STEM education
- \$23.5 MILLION PROJECT
- \$12 MILLION FCLF NMTC



BOYS & GIRLS CLUBS OF MANATEE COUNTY

- children & youth mentoring and services
- \$11.5 MILLION PROJECT
- \$10.5 MILLION FCLF NMTC



ASPIRA OF FLORIDA SCHOOLS, MIAMI-DADE

- education & leadership, Latino youth
- \$17.2 MILLION IN 2 PROJECTS
- \$17.1 MILLION FCLF NMTC



BOYS & GIRLS CLUBS OF PALM BEACH COUNTY

- children & youth mentoring and services
- \$9 MILLION PROJECT
- \$8.4 MILLION FCLF NMTC



CADE MUSEUM, GAINESVILLE

- youth outreach & STEAM education
- \$11.7 MILLION PROJECT
- \$10 MILLION FCLF NMTC



KIPP SCHOOLS, JACKSONVILLE

- college preparatory charter school
- \$26.2 MILLION PROJECT
- \$15 MILLION FCLF NMTC

COMMUNITY-BASED PROJECTS

- LOCALLY OWNED GROCERY STORES
- NONPROFIT BUSINESS INCUBATORS
- TECHNOLOGY HUBS

Community-based and community-oriented projects can bring new indirect or intangible services to a low-income community.



HITCHCOCK'S MARKET, OLD TOWN FL

- grocery store in USDA food desert
- \$7.3 MILLION PROJECT
- \$2 MILLION FCLF NMTC



JESSIE BALL duPONT CENTER, JACKSONVILLE

- historic redevelopment & nonprofit incubator
- \$23.9 MILLION PROJECT
- \$10 MILLION FCLF NMTC



SW FLORIDA COLLABORATORY, FORT MYERS

- historic redevelopment & nonprofit incubator
- \$10 MILLION PROJECT
- \$10 MILLION FCLF NMTC

HIGH IMPACT ECONOMIC DEVELOPMENT or MANUFACTURING

High-profile projects in urban areas serve as a catalyst for other economic development, often as part of a community redevelopment master plan, and create jobs in low-income census tracts.



ARMATURE WORKS, TAMPA

- adaptive re-use of historic building & small business jobs creator
- \$20.5 MILLION PROJECT
- \$20 MILLION FCLF NMTC



WEXFORD SCIENCE + TECHNOLOGY, MIAMI

- biomedical research & business incubator
- \$116.8 MILLION PROJECT
- \$5.7 MILLION FCLF NMTC

NMTC PROGRAM OVERVIEW



LOAN SIZE

- \$6 million minimum loan size

LOAN TYPES

- New or substantial rehabilitation of commercial projects

PROJECT METRICS

- NMTC qualified distressed census tract
- High impact and clear benefits to low-income populations and neighborhoods
- Construction jobs generated
- New permanent jobs generated
- Some financing commitments already in place



NMTC ADVANTAGES

- Monthly payments are lower than for similar size conventional loans, as a result of interest-only payments.
- Effective rates are often below market for commercial loans of this type.
- The "B" loan is often treated as up-front substitute for a portion of equity required by lenders, resulting in higher LTVs.
- The equity conversion of the "B" loan means that most up-front equity becomes true equity at end of 7-year term.



NMTC CHALLENGES

- There is a balloon payment requirement at the end of 7 years; underwriting is for ability to refinance at that time.
- Some inflexibility (e.g., project location restrictions, no prepayments, term is always 7 years, certain purposes not allowed, etc.).
- Program is very complicated and closings are time consuming; there is a notable learning curve for first-time capital providers and borrowers.
- High legal and accounting fees.
- Project must be ready to go.
- Generally, a new single purpose borrowing entity is required in order to reduce the significant reporting requirements during loan term.
- In addition to loan guaranty, a borrower or guarantor also provides indemnification for tax credit recapture events.



EXPERTISE AND CAPITAL TO HELP YOUR PROJECT SUCCEED.



FLORIDA COMMUNITY LOAN FUND provides expertise and capital to make projects successful and help organizations improve lives and communities. We help build strong communities by providing financing and technical expertise for high-impact projects in low-income communities throughout Florida.

Read more success stories on our website, www.fclf.org.

HOUSING

Affordable ▪ Supportive ▪ Single and Multifamily ▪ New and Preservation

COMMUNITY FACILITIES

Homeless & Special Needs ▪ Education and Youth ▪ Community Healthcare ▪ Food Access

ECONOMIC DEVELOPMENT

Technology Hubs ▪ Business Incubators ▪ Catalytic Redevelopment Projects