



Department of  
Housing Preservation  
& Development



# **Virtual Financial Resources Workshop for M/WBE Developers, General Contractors, Sub-Contractors, and Suppliers**

Welcome and Introduction

Opening Remarks– **Dhanraj Singh**, Assistant Commissioner, HPD

NYC HPD **Commissioner Adolfo Carrion Jr.** remarks

NYC SBS **Commissioner Kevin D. Kim** remarks

Presentations:

**Victoria Rowe-Barreca** - Director, Capital Solutions and Partnerships, Enterprise Community Partners Inc.

**Lilian Vail** - Program Manager, Capital Access Programs at NYC Department of Small Business Services

**Arturo Suarez** - Director, Community Capital Investments, LISC NYC

**Lawrence Hammond** - Senior Vice President & Director of ACCESS, Community Preservation Corporation

**Wilhelmena Norman-Hernandez** - Assistant Vice President of ACCESS, Community Preservation Corporation

**Leo Zhang** - Assistant Vice President, Pursuit Lending

**Shellon Fraser** - Project Director, Redesigning Access by Centering Equity (RACE) Lending Initiative, CSH

**Lauren Velez** - Associate Director NY Metro, Redesigning Access by Centering Equity (RACE) Lending Initiative, CSH

Q & A Session (25- 30 Minutes)

**AGENDA**

# Virtual Financial Resources For Developers, General Contractors, Sub-Contractors and Suppliers.

- There will be an opportunity for you to ask questions, please place your questions, along with your name and email in the Q&A box.
- The Q&A is open throughout the presentation, so please do not wait until the end to place your questions in the chat box.
- Our team will be polling the questions and prepping them for the Q&A later. Any questions not answered will be addressed later so please remember to provide your contact information.



**Dhanraj Singh,**  
Assistant Commissioner/  
HPD M/WBE Officer,  
NYC Department of  
Housing Preservation and  
Development





**Commissioner Adolfo  
Carrion Jr.,**  
NYC Department of  
Housing Preservation  
and Development



**Commissioner**  
**Kevin D. Kim**  
NYC Department of  
Small Business  
Services (SBS)



**Victoria Rowe-Barreca**  
Director, Capital  
Solutions & Partnerships,  
Enterprise Community  
Partners





# Enterprise Financial Resources

VICTORIA BARRECA

February 8, 2022





OUR WORK

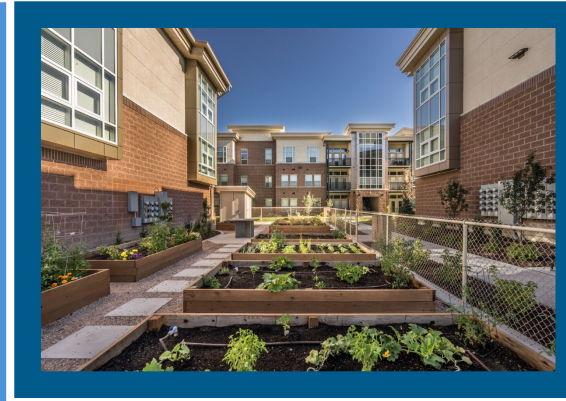
# WHAT WE DO



**WE DEVELOP AND DEPLOY PROGRAMS AND SUPPORT COMMUNITY ORGANIZATIONS ON THE GROUND.**



**WE ADVOCATE FOR POLICY ON A NONPARTISAN BASIS AT EVERY LEVEL OF GOVERNMENT.**



**WE INVEST CAPITAL TO BUILD AND PRESERVE RENTAL HOMES PEOPLE CAN AFFORD.**



**WE OWN AND OPERATE 13,000 AFFORDABLE HOMES AND PROVIDE RESIDENT SERVICES FOR 22,000 PEOPLE.**

# A TRUSTED NONPROFIT

**Enterprise is the only national nonprofit that addresses America's affordable housing crisis from every angle, combining 40 years of experience, thousands of local partners and the expertise of over 1,100 employees nationwide**

## TO DATE

**873,000** homes created or preserved in all 50 states.

**\$54B** invested in communities

**Millions** of lives changed

## 2021 RESULTS

**92,000** affordable and workforce homes created or preserved

**\$9.9B** closed investments

# CAPITAL OVERVIEW

We're a leader in socially driven capital investment, pioneering new financial tools and matching investors with opportunities that yield economic returns alongside intentional and measurable impact for communities.

## OUR EXPERTISE

- Product Structuring
- Fund Management

## PLACEMENTS

- Conventional Equity
- Low-Income Housing Tax Credits
- New Markets Tax Credits

## INVESTMENT AREAS

- Multifamily
- Commercial & Retail
- Mixed Use

- Real Estate Development
- Asset Management

- Historic Tax Credits
- Grants
- Permanent Financing

- Single Family
- Supportive Housing
- Charter Schools

- Property Management

- Working Capital
- Mini-Perms

- Community Facilities
- Federally Qualified Health Centers

# ENTERPRISE COMMUNITY LOAN FUND

## LOAN PRODUCTS

- **Equitable Path Forward Line of Credit**
- **Predevelopment** (secured and unsecured)
- Acquisition (vacant land, operating buildings)
- Bridge Loans
- Construction Loans (i.e. HPD Participation Loan Program, Year 15)
- New Market Tax Credit “leverage” loans
- Mini-permanent and Permanent Loans

## SECTORS

- Affordable housing
- Health facilities
- Charter schools
- Quality grocery stores
- Other vital community assets



# EQUITABLE PATH FORWARD

Five-year, \$3.5 billion nationwide initiative to help dismantle the deeply-rooted legacy of racism in housing.

## OUR STRATEGY

1. Fill the capital gap in housing created by decades of systemic racism by investing directly in diverse developers
2. Strengthen Black Indigenous and People of Color (BIPOC) and historically marginalized housing providers through advisory services and other support
3. Create new career pathways in real estate that will diversify leadership in the industry

## DRIVEN BY BIPOC LEADERS OF ENTERPRISE



**PRISCILLA  
ALMODOVAR**

President &  
Chief Executive Officer

Enterprise Community Partners, Inc.



**LORI  
CHATMAN**

President

Enterprise Capital Division



**JACQUELINE  
WAGGONER**

President of Solutions

Enterprise Community Partners, Inc.

# EQUITABLE PATH FORWARD \$350 MILLION GROWTH FUND

**Debt:** Predevelopment, acquisition, construction loans to BIPOC-led developers at favorable terms

**Lines of Credit:** Unsecured predevelopment capital for BIPOC affordable housing developers

**LIHTC Equity:** To support LIHTC deals led by BIPOC developers

**Preservation Funds:** Conventional Equity invested in deals led by BIPOC developers

**EPF Standby Guaranty Facility (SGF):** Facility for BIPOC developers developing LIHTC projects

## Highlights

- Capital products rely on experience, expertise and track record over balance sheet strength
- Nationally, 21 lines of credit are underwriting, approved and/or closing
- **In NY:** 3 lines of credit are in underwriting, approved and/or closing
- Over \$5 million in grants awarded to twelve BIPOC development and property management firms
- Eleven organizations receiving customized advisory services to bolster organizational capacity
- Policy Roundtable launched to develop shared policy platform to address challenges faced by Black women affordable housing developers in NYC

# NYC ACQUISITION FUND

bridge loans for affordable housing

- Established in 2006, the New York City Acquisition Fund is a joint undertaking of the public, private, and nonprofit sectors
- NYCAF is a limited liability company, whose co-members are Enterprise Community Partners, and Local Initiatives Support Corporation
- Forsyth Street Asset Management handles day-to-day Fund operations for NYCAF
- Loan origination and servicing duties are delegated to four nonprofit community development financial institutions: CSH, ECLF, LIIF, and LISC



- Financing vehicle for developers committed to the creation and preservation of affordable and supportive housing in New York City
- Key part of New York City's affordable housing production toolkit
- Offers early-stage acquisition and predevelopment financing with flexible terms to MBE, WBE, and nonprofit developers and/or partnerships which they own a 51% stake
- \$562MM lent through the fund to create and preserve 14,565 units of affordable housing
- [NYC Acquisition Fund \(nycacquisitionfund.com\)](http://nycacquisitionfund.com)



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<b>Amount:</b>	<b>Vacant Land</b> Up to \$10,000,000 <b>Occupied Property</b> Up to \$20,000,000 Higher amounts available
<b>Term:</b>	Up to 3 years, plus up to two six-month extensions
<b>Loan to Value:</b>	Up to 130% LTV
<b>Collateral:</b>	First position lien on the property
<b>Pricing:</b>	Variable rate indexed to 30 day LIBOR, subject to 4.5% floor rate;
<b>Repayment Guarantee:</b>	25% of loan amount

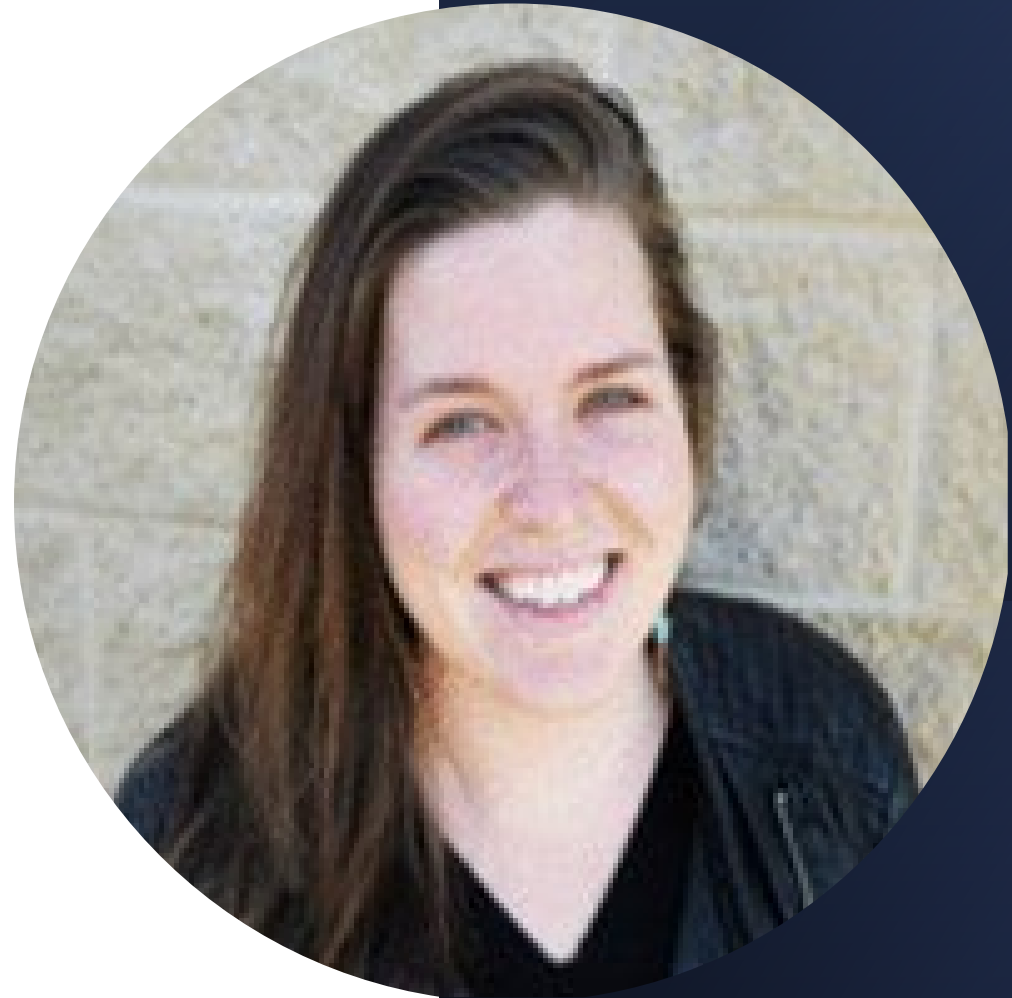
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# Enterprise Resources and Tools

1	Equitable Path Forward Webinar Series	<a href="http://www.enterprisecommunity.org/blog/equitable-path-forward-webinar-series">www.enterprisecommunity.org/blog/equitable-path-forward-webinar-series</a>
2	Enterprise Capital Platform	<a href="http://www.enterprisecommunity.org/capabilities/financing-for-developers">www.enterprisecommunity.org/capabilities/financing-for-developers</a>
3	Joint Venture Guidebook	<a href="http://www.enterprisecommunity.org/resources/joint-venture-guidebook">www.enterprisecommunity.org/resources/joint-venture-guidebook</a>

**Lily Vail**

Program Manager,  
Capital Access  
Programs, NYC Small  
Business Services





careers  
businesses  
neighborhoods

Lily Vail  
Program Manager,  
Capital Access Programs  
NYC Department of Small Business Services



The seal of the City of New York is faintly visible in the background. It features an eagle with wings spread, perched atop a shield. The shield is supported by two figures, and the entire emblem is encircled by a border containing the Latin motto "EUREKA" at the top and "1625" at the bottom. The text "CIVITATIS NOVI EBO" is also visible along the bottom edge of the seal.

The NYC Department of Small Business Services (SBS) helps unlock economic potential and create economic security for all New Yorkers by connecting New Yorkers to **good jobs**, creating **stronger businesses**, and building **thriving neighborhoods** across the five boroughs.

*Please note that SBS is different from the Small Business Administration (SBA) which is a federal agency.*

# NYC Business Solutions Centers Services

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## Business Courses

Develop your business plan and get guidance on the right strategy for your business.



## Legal Assistance

Access our network of pro bono attorneys who can answer all of your legal questions.



## Financing Assistance

Secure the financing you need.



## Incentives

Save money and maintain a competitive edge with government incentives.



## Navigating Government

Cut through the red tape. We'll connect you with the right government agencies.



## Recruitment

Hire talented staff to open a new location or expand your existing business.



## Training

Give your employees the skills they need to take your business to the next level.



## Selling to Government

Learn what it takes to become a government contractor.



## M/WBE Certification

Get certified to compete on government contracts and access exclusive programs designed to help small businesses grow.

# NYC SBS services match business owners to the right lender and right product

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**Visit/refer clients:** call 311 to connect to one of our 16 city-wide centers to access capital, business growth resources, and advisory services



**Visit our website:** [nyc.gov/financingassistance](https://nyc.gov/financingassistance) to learn more about our financing products and to connect to a BSC or IBSP



**Apply for an SBS loan product:**

- [we.nyc/we-fund](https://we.nyc/we-fund)
- [nyc.gov/contractfinancing](https://nyc.gov/contractfinancing)



# Contract Loan Financing Loan Fund – Product Overview

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**Program Overview:** M/WBEs and small businesses can access low-interest loans to help them win, take on, and perform on NYC contracts, including purchasing equipment and hiring employees.

## **Sizes and Terms of Loans:**

- Loans up to **\$1,000,000** at an annual interest rate up to **3%** are available to eligible businesses. Closing fees apply.

## **To be eligible to apply for a loan, you must:**

- Have an operating business
- Be applying for financing as a prime or subcontractor to use toward a contract with a City agency or City-funded entity

**Repayment terms:** align with NYC contract payment schedules to help businesses with cash flow. In some cases, the contract payments will be assigned directly to the lender from the NYC agency or prime contractor.

# Contract Loan Financing Fund - How to Apply

## How it works:

- ✓ Step 1: Fill out the Contract Financing inquiry form at [nyc.gov/contractfinancing](https://nyc.gov/contractfinancing)
- ✓ Step 2: If eligible, a participating lender will contact you within two business days
- ✓ Step 3: Submit a complete loan application to the lender
- ✓ Step 4: The lender will review the application and determine whether to award a loan based on the application

## Participating Lenders:

- BOC Capital Corp.
- Pursuit Lending
- TruFund Financial Services



## Alkem Electric Corp

MBE | Brooklyn | Construction

4 contracts with SCA

Total award of \$2.8M

4 Loans totaling \$600K

# Bond Readiness Program & Bonding Services

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## Bond Readiness Program

12-session, bi-weekly, intensive program provides M/WBE and small construction firms with education, training, and one-on-one financial management guidance to help obtain surety bonds and increase surety bond capacity to work on City construction projects.

## QuickBooks™ for Construction Clinics

Construction CPAs will work with you to set up and optimize the QuickBooks™ Premier for Contractors edition accounting system, so you can manage your job costs effectively and provide the financial reports required by surety companies and lenders

## Bonding Services Webinars

Lunch & learn webinars cover the key elements in preparing your construction firm for applying for bonding and for general business growth through City contracting.

## One-on-One Bonding Technical Assistance

Bonding specialists, business counselors, CPAs, and construction attorneys are available to assist firms with bonding-related concerns and to help you prepare and submit your bond application.

For more information: Visit [nyc.gov/bondready](https://nyc.gov/bondready)



**Arturo Suarez**

Director, Community  
Capital Investments,  
Local Initiatives Support  
Corporation  
New York City



# LISC NYC

## Mission

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Local Initiatives Support Corporation (LISC) is a national, nonprofit community development financial institution (CDFI) that equips underinvested communities with the capital, strategy, and technical know-how to become places where low- and moderate-income (LMI) people can thrive.

Since its establishment over 40 years ago, LISC NYC has supported local partners whose services and programs aim to create a more equitable, inclusive, and sustainable New York City.

LISC NYC believes that the time has come to forge a future for New York City that eradicates the racial wealth gap, protects affordable housing for LMI New Yorkers, and builds pathways of meaningful economic opportunity for all.

# LISC Lending Since 1979

**\$24 Billion Invested**



**\$69 Billion Leveraged**



## 436,320 Homes

**Affordable homes built and/or preserved including:**

- Multifamily rental
- Supportive housing for special populations such as chronically homeless, LGBTQ, seniors and veterans
- Affordable homeownership

We also emphasize sustainability through green, healthy housing and transit oriented development.

## 74.4 Million Square Feet

**Square feet of commercial, retail and community space, including:**

- Early childhood centers
- Schools
- Fields/recreational spaces
- Healthcare centers
- Grocery stores
- Financial Opportunity Centers

## \$374 Million

**Total Net Assets**

- Net worth has increased 24% since 2019
- Raised \$196 million in grant funds in 2020

## S&P 'AA-' Rating

**LISC is the first CDFI to tap the general obligation bond market, with a \$100 million issuance in 2017**

# LISC NYC Performance Snapshot for 2021

\$23.6 million invested



\$196.2 million leveraged



533 affordable  
units developed/  
preserved\*

## Capital Deployment

- **\$23.6 million** in LISC loans resulting in **533 affordable units** and **~40,000 sq. ft.** of commercial/community space.
- **\$755,000** in small business relief grants for BIPOC-owned small businesses.
- Committed **\$10 million** to support MWBEs in securing prime contracts with the **Dormitory Authority of the State of New York (DASNY)**

## Capacity Building

- **\$175K** in federal HUD Section 4 funding awarded to 3 CBOs
- **4 AmeriCorps members** awarded to 4 CBOs
- **13 Cashin Fellows** awarded to 11 CBOs








## Programs

- Developers of Color Training Program
- Pathways to Opportunities
- NYC Small Business Relief and Recovery Fund and Technical Assistance
- Financial Opportunity Center
- Bridges to Health **Equity**

\*This total includes 489 rental units at or below 80% Area Median Income and 44 affordable homeownership units.

# LISC Lending Products & Projects

## Loan Products

-  Predevelopment
-  Acquisition
-  Construction
-  Mini-Permanent
-  Permanent
-  Bridge
-  Lines of Credit (includes Working Capital, Project Based and Revolving)
-  Working Capital

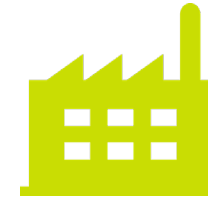
## Project Categories



Community Facilities



Mixed Use



Commercial / Industrial Development



Affordable Housing

*(Multifamily rental and single-family homeownership)*



Charter Schools



Economic Development



	<b>Acquisition/Leasehold Improvements/FF&amp;E Loans</b>	<b>Permanent Working Capital</b>	<b>Maker Space Loans</b>	<b>Commercial Real Estate Loans</b>
<b>Purpose</b>	Acquisition; expansion; working capital; equipment; leasehold improvements	Working capital	Acquisition; construction	Acquisition; construction
<b>Project Type</b>	Commercial & small business	Commercial & small business	Commercial & mixed used	Commercial & mixed used
<b>Loan Amount</b>	\$100,000-\$500,000	\$100,000-\$500,000	\$500,000-\$3,000,000	\$500,000-\$5,000,000
<b>Interest Rate</b>	6-10% fixed	6-10% fixed	6-10% fixed	6-10% fixed
<b>Term</b>	Up to 7 years	Up to 3 years	Up to 10 years	Up to 10 years
<b>Repayment</b>	Fully amortizing payments For LI loans, loan term cannot exceed remaining term of lease	Fully amortizing payments	Fully amortizing payments Longer amortizations permitted	Fully amortizing payments Longer amortizations permitted
<b>Loan Fees</b>	3% of loan + 3rd party costs + \$2,500 flat fee	3% of loan + 3rd party costs + \$2,500 flat fee	3% of loan + 3rd party costs + legal fees	3% of loan + 3rd party costs + legal fees
<b>Collateral</b>	UCC on business assets; perfected 1st priority lien on equipment; leasehold mortgage may be required for loans above \$350,000; personal guarantees from principals; corporate guarantees, if applicable	UCC on business assets; personal guarantees from principals; corporate guarantees, if applicable	UCC on business assets; mortgage on property (including assignment of leases and rents); personal guarantees from principals; corporate guarantees, if applicable	UCC on business assets; mortgage on property (including assignment of leases and rents); personal guarantees from principals; corporate guarantees, if applicable
<b>Basic Eligibility</b>	Minimum credit score 600 Business in operation for 2 years Borrower is incorporated and principal owners are US citizens or permanent residents	Minimum credit score 600 Business in operation for 2 years Borrower is incorporated and principal owners are US citizens or permanent residents	Minimum credit score 650 Business in operation for 2 years Borrower is incorporated and principal owners are US citizens or permanent residents	Minimum credit score 650 Business in operation for 2 years Borrower is incorporated and principal owners are US citizens or permanent residents

**Terms subject to change. All loans are subject to underwriting and credit approval.**



## Predevelopment

### PURPOSE

To pay due diligence expenses, deposits, and other early stage predevelopment costs.

### TYPES OF PROJECTS

Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.

### LOAN AMOUNT

\$50,000 - \$2,000,000

### INTEREST RATE

4.75% - 7.00% Fixed

### TERM

Up to 3 Years

### REPAYMENT

Interest-Only  
Payable Monthly

### LOAN FEES

Up to 1.5% of loan amount  
plus legal fees

### COLLATERAL

Flexible; collateral required for  
loans above \$500,000

## Acquisition

### PURPOSE

To pay purchase price and closing costs for property acquisition.

### TYPES OF PROJECTS

Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.

### LOAN AMOUNT

\$100,000 - \$10,000,000

### INTEREST RATE

4.75% - 7.00% Fixed

### TERM

Up to 3 Years

### REPAYMENT

Interest-Only Payable  
Monthly

### LOAN FEES

Up to 1.5% of loan amount  
plus legal fees

### COLLATERAL

Real Estate Collateral with LTV  
of up to 90%

## Construction

### PURPOSE

To pay hard and soft costs of new construction or renovation projects.

### TYPES OF PROJECTS

Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.

### LOAN AMOUNT

\$100,000 - \$10,000,000

### INTEREST RATE

4.75% - 7.00% Fixed

### TERM

Up to 3 Years

### REPAYMENT

Interest-Only Payable  
Monthly

### LOAN FEES

Up to 1.5% of loan amount  
plus legal fees

### COLLATERAL

Real Estate Collateral with LTV  
of up to 90%

## Mini-Permanent

### PURPOSE

To provide longer-term, amortizing loans for certain projects requiring stabilization and / or interim financing prior to permanent financing.

### TYPES OF PROJECTS

Rental housing; for-sale housing; community facilities; commercial and mixed-use projects.

### LOAN AMOUNT

\$100,000 - \$10,000,000

### INTEREST RATE

4.75% - 7.50% Fixed

### TERM

Up to 7 Years

### REPAYMENT

Amortizing payments based on a  
period of up to 25 years  
depending on project type  
Payable Monthly

### LOAN FEES

Up to 1.5% of loan amount plus  
legal fees

### COLLATERAL

Real Estate Collateral with LTV  
of up to 90%

Terms subject to change. All loans are subject to underwriting and credit approval. For more information and details on LISC's loan products, visit our website.

# 784 Courtlandt Manor Project | Bronx, NY

Infinite Horizons (Certified Minority Owned Business Enterprise)

Randall E. Powell, CPM, RPA (Co-Founder & CEO)

Roland E. Powell Jr., RAM (Co-Founder & COO)

LISC NYC Pre-Development Loan with NEF 9% LIHTC Equity



Infinite Horizons, LLC. will lead and work in partnership with Community League of the Heights (CLOTH) to undertake the new construction of a seven-story masonry structure developing 20 new units of affordable rental housing, a community facility, and commercial space located at 359-361 East 157 Street and 782-784 Courtlandt Ave. in the Melrose section of the Bronx.

- **\$250,000** LISC NYC Pre-Dev Loan
- **\$15,932,702** Total Development Cost
- **\$7,020,000** NEF 9% LIHTC Equity
- **20 Units** New Construction Affordable Housing
- **33,137** Sf. of Residential & Community/Commercial Space



# Additional Lending Sources Provided by LISC

NYC Acquisition Fund

Interest Rate: Variable rate currently at LIBOR + 3.25% subject to a floor of 4.50%

Term: Up to 48 months + up to two 6-month extensions

Origination Fee: 1.5% - 2.5%

Legal Fees: Determined by Each Loan

LTV: 130%

Guarantees: 25%

- **12 LISC-Originated NYCAF Loans Since Fund Inception**
- **1,312 LISC-Financed Housing Units Since Fund Inception**
- **\$53,000,000 in Total LISC-Originated NYCAF Loans Since Fund Inception**
- **\$6,500,000 LISC-Originated NYCALF Loans Currently Active**

# Contact the Community Capital Investments Team



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Visit [lisc.org/nyc](https://lisc.org/nyc)

**LISC NYC**



**Lawrence Hammond**  
Senior Vice President &  
Director of ACCESS,  
Community Preservation  
Corporation





**Wilhelmena Norman-Hernandez**  
Assistant Vice President of ACCESS,  
Community Preservation Corporation





UNCOMMON EXPERTISE.  
UNMATCHED IMPACT.

ACCESS Overview

# The Community Preservation Corporation

Established in 1974, CPC is a nonprofit affordable housing and community revitalization finance company. Over the course of our 47-year history, CPC has had significant impact in low income neighborhoods.



**\$11.9+ billion**  
Dollars invested



**220,000+**  
Units Created/Preserved



**1.1 million**  
People Housed

In buildings less than 20 units, since inception, CPC has:

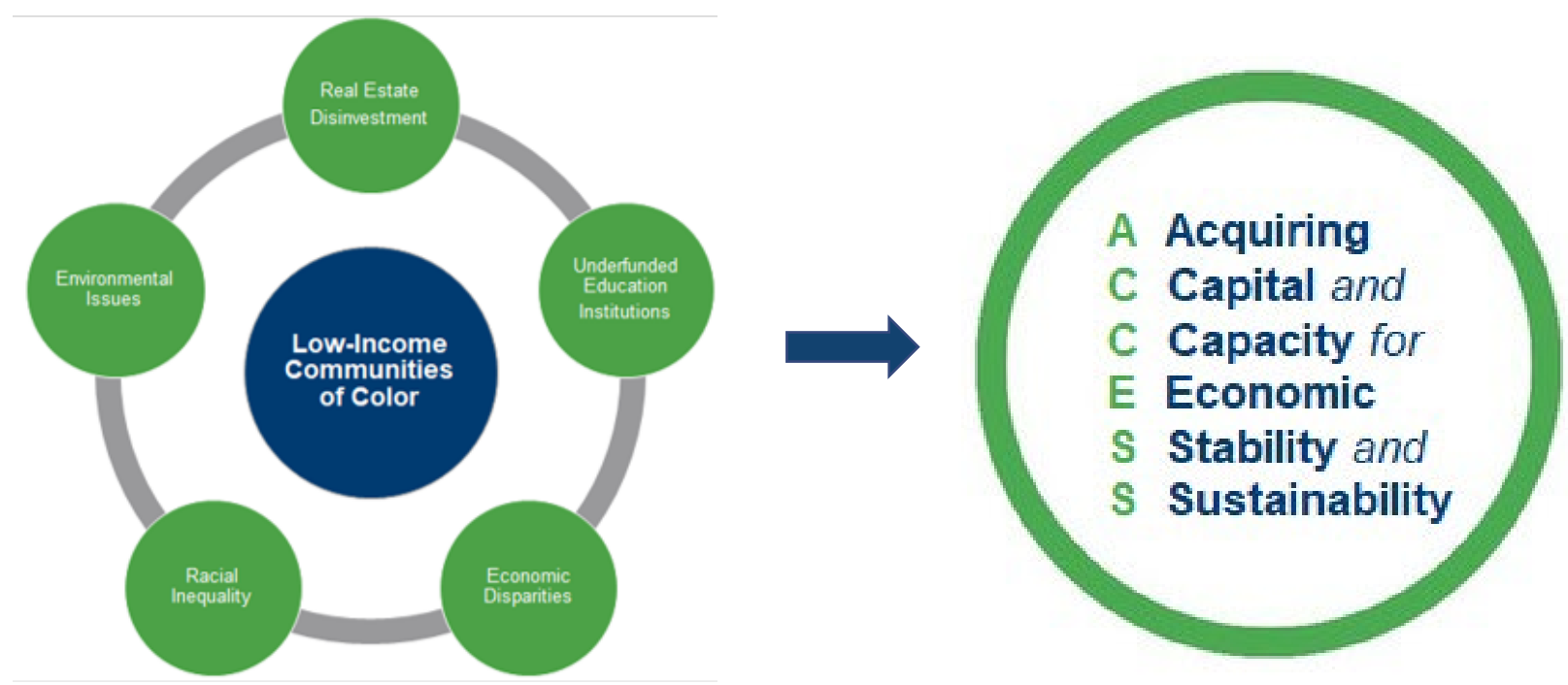
- Invested **\$2 billion+** in mortgage capital
- Financed **50,000+** units of housing
- Closed **2,200+** transactions to small owner operators

# The impetus for change leads to the inception of CPC ACCESS

Incidents highlighting racial inequities seen on a global scale denoting people of color were disproportionately affected by the COVID-19 crisis and racial disparities that exist on a systemic level, brought upon a renewed focus at CPC. It meant acknowledging the factors that impact low-income communities of color.

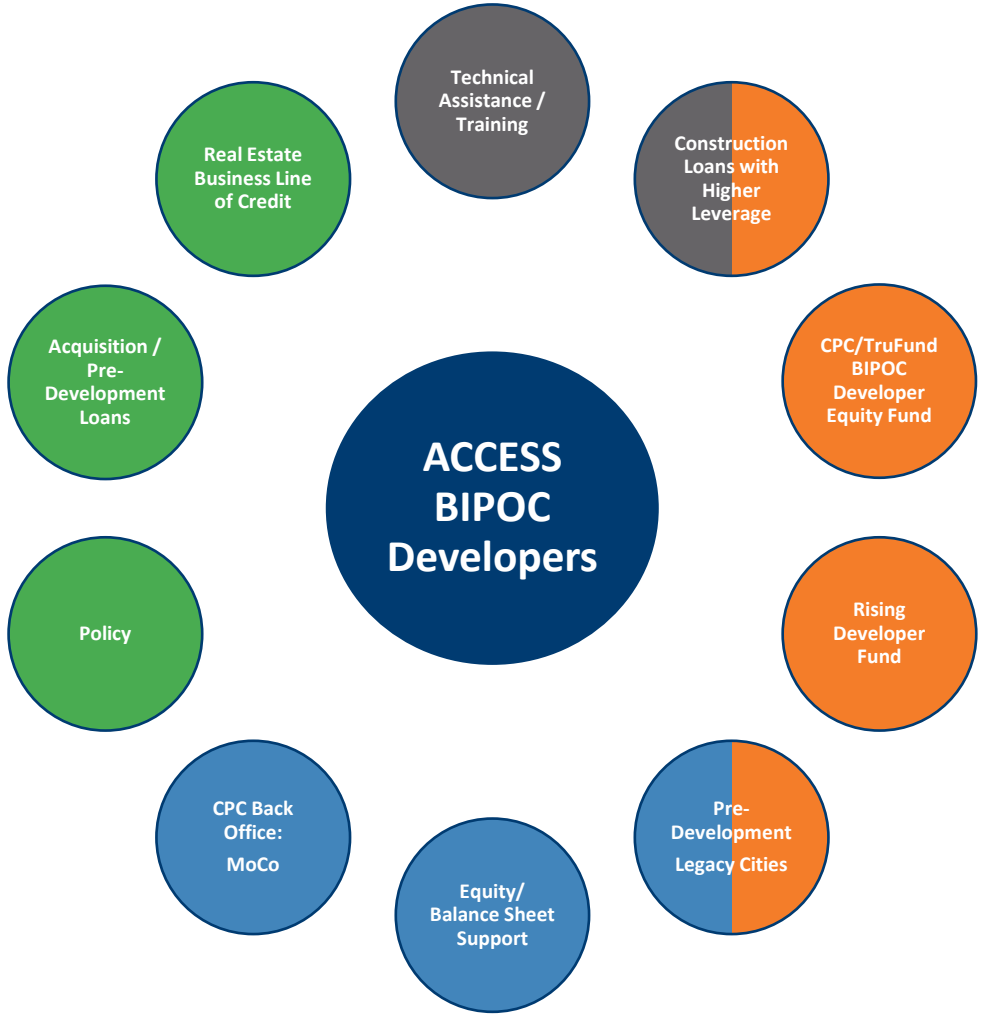
As a result, CPC's CEO sought and received approval from its Board to set aside **\$20 million** from its own balance sheet to fund a new initiative, **ACCESS**, to specifically bring mission-driven capital to **communities of color**, that have experienced decades of disinvestment and have disproportionately been impacted by the COVID-19 crisis and systemic inequities.

The goal of ACCESS is to empower BIPOC entrepreneurs who have disproportionately experienced barriers to entry within the development industry, by providing funding, education, and other resources. A dedicated team of two existing CPC employees was created. Lawrence Hammond, formerly on the New York City Originations team was appointed to SVP, Director of ACCESS, and Wilhelmena Norman-Hernandez, formerly a member of the Credit team was appointed to AVP, Manager of Community Impact.



# ACCESS Products/strategies aligned with customer tiers

While resources across the State vary, consistent themes were expressed. Addressing those challenges, meant the ACCESS and CPC business teams needed to apply **unique strategies** and products to meet the needs across the developer tiers, as well as identify resources beneficial to all tiers.







- Legend**
- Novice Tier
  - Emerging Tier
  - Seasoned Tier
  - All Tiers

# ACCESS strategies

Building off what we have learned from listening to the needs of our communities, our path forward includes utilizing our capital and expertise to drive greater and deeper impact in communities across New York State and the surrounding region.

To accomplish this we are pursuing opportunities to:

EDUCATE	ADVOCATE
 <ul style="list-style-type: none"><li>• ACCESS Incubator</li><li>• Webinars</li><li>• Meetings / Presentations</li></ul>	 <ul style="list-style-type: none"><li>• Utilize our Policy Platform</li><li>• Meetings / Presentations</li><li>• MWBE</li><li>• Access to capital</li><li>• Engagement</li></ul>
INNOVATE	INVEST
 <ul style="list-style-type: none"><li>• Loan Products</li><li>• TruFund Partnership</li><li>• HCR Partnership</li></ul>	 <ul style="list-style-type: none"><li>• CPC Flex</li><li>• Line of Credit</li><li>• High Leverage Construction Loans</li><li>• HCR Partnership</li></ul>



# Addressing the needs

Leveraging our knowledge and relationships has been key to the creation of key resources to BIPOC Developers.



## CPC ACCESS INCUBATOR

Understanding the intensive technical assistance it takes for new developers to complete multifamily building projects, CPC ACCESS has recently introduced the **CPC ACCESS Incubator**.

The training program will be facilitated by our contracted Housing Consultant, Marcus Brooks, of Let's Brainstorm, and will provide owners/developers with the knowledge and skills they need to successfully plan, finance and complete a multifamily building development project – acquisition, rehabilitation, refinance and/or new construction.

## LEGACY CITIES ACCESS

Utilizing CPC's strong relationship with **NYS Homes and Community Renewal (HCR)**, both entities were able to establish a foundation for a new **\$25 million** initiative, **Legacy Cities Access**. This initiative's purpose is to address systemic issues that have contributed to a massive homeownership gap in communities of color. The initiative will provide resources to developers who have the capacity to take title to and renovate a cluster of vacant properties, (with preference given to BIPOC developers), creating new opportunities to promote affordable homeownership for underserved families, particularly first-time homebuyers of color.

## CPC/TRUFUND BIPOC DEF

Discussing best practices with like-minded CDFI's with similar initiatives resulted in the creation of a joint **\$6 million** fund with TruFund Financial Services: **CPC/TruFund BIPOC Developer Equity Fund**. is The fund targets BIPOC developers in New York State with more than three years of development experience and less than 1,000 units developed. It will provide equity capital in the form of pre-development or working capital, for emerging developers who do not have access to affordable capital.

# ACCESS project highlight



In May 2021, CPC provided **\$465K** in construction loan financing for the gut rehabilitation project of 5 residential units and one commercial space on the ground floor located at 368 Main Street in Poughkeepsie, New York.

The developers, a husband and wife duo, Garfield and Shereen Salmon, conveyed to us that prior to their introduction to CPC, they had been **rejected by seven different lending institutions**. The reasons for rejection included:

- Being on the wrong side of Main Street.
- Lack of faith in their ability to execute, because of the perceived absence of development experience of the borrowers; Shereen's day job is in financing, and Garfield is a trained culinary chef.

In January 2022, we attended the ribbon cutting for the project. The ground floor commercial space is occupied by the family's business, aptly named, **Upstream Café**: a play on words on their last name since Salmon's swim upstream, as well as being upstream from the Hudson River.



**For General Inquiries, email:**  
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**LHammond@communityp.com**  
(646) 822-9307



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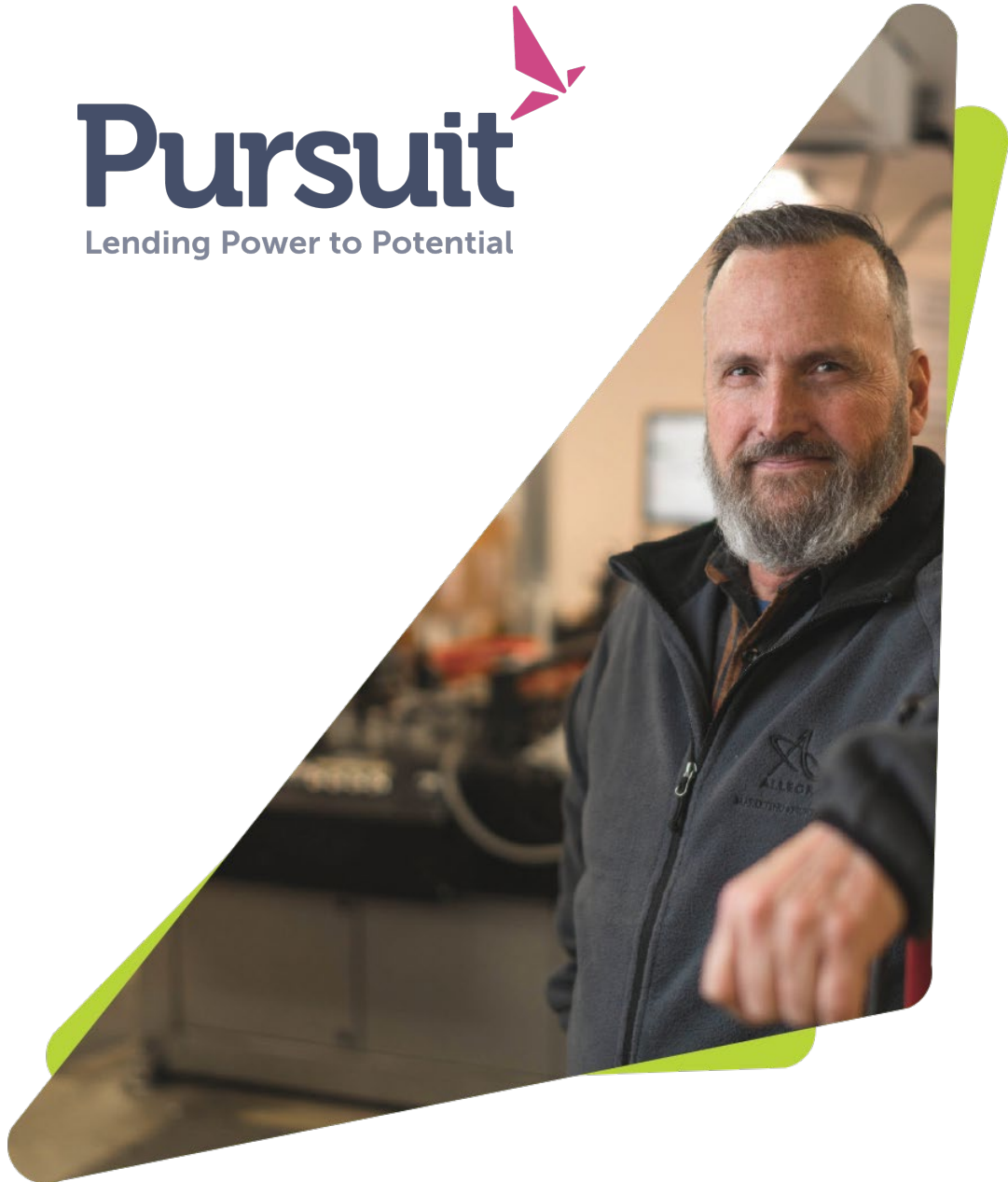
**Leo Zhang**  
Assistant Vice  
President,  
Pursuit Lending





## Exploring Pursuit's Loan Programs





## About us

- Community-focused lender 100% invested in our borrowers' success
- 65+ year history of offering innovative lending solutions to help business owners achieve their dreams
- Provides a streamlined path to business funding—borrowers can directly access 15+ loan programs through a single lender





# Fast business funding: Pursuit Community Finance

# SmartLoan program details

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<b>Loan Amounts</b>	Up to \$100,000
<b>Term</b>	5 years
<b>Interest rate</b>	Maximum 11.9%
<b>Time to funding</b>	Decisions sent within two business days of submitting a complete loan application (including all required documentation); funds disbursed within 5 business days of approval

# SBA Microloan Program

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<b>Loan Amounts</b>	\$10,000 to \$50,000
<b>Terms</b>	6 years
<b>Interest rate</b>	Maximum 9.125%
<b>Fees</b>	3% commitment fee, which is financed into the loan
<b>Time to funding</b>	Decisions sent within two business days of submitting a complete loan application (including all required documentation); funds disbursed within 5 business days of approval

# High-level eligibility: SmartLoan and SBA Microloan

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Businesses that meet the following requirements qualify for automatic approval. We do approve loans on an exception basis.

- Two or more years in business
- Two or more employees
- Break-even or positive cash flow
- Personal credit score of 640 or higher
- More than \$120,000 in annual revenue
- No tax liens or judgement filed within last 3 years for you or your business
- No prior bankruptcies for you or your business

# Required documents

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- Most recent two years of business and personal tax returns
- Copy of driver's license or other photo ID for all owners
- Information about existing business debts (if applicable)
- Interim financial statements as necessary

# Pursuit SmartLoan for Veterans

<b>Loan Amounts</b>	\$10,000 to \$250,000
<b>Term</b>	6 years
<b>Interest rate</b>	5.75%, fixed
<b>Time to funding</b>	Loans under \$100,000: Decisions sent within two business days of submitting a complete loan application, funds disbursed within 5 business days of approval Loans greater than \$100,000: May require 2 to 4 weeks to decision. Funding within 5 business days of approval



# NYC Contract Financing Program Details

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<b>Loan Amounts</b>	Up to \$1M
<b>Term</b>	Aligned with project payment schedule
<b>Interest rate</b>	3%
<b>Time to funding</b>	Approvals and disbursement of funds are provided on a case-by-case basis, but general take place between 3 to 4 weeks for a decision and an additional 4 to 6 weeks for disbursement

# High-level eligibility

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- One or more years in business
- Break-even or positive cash flow
- Personal credit score of 600 or higher
- \$100,000 or more in annual revenue



# General business funding: SBA 7(a) and Community Advantage

## 7(a) and Community Advantage program details

<b>Loan Amounts</b>	Up to \$5 million (maximum of \$250,000 for Community Advantage)
<b>Term</b>	Up to 10 years for non-real estate; up to 25 years for real estate
<b>Interest rate</b>	Competitive, interest rates determined on a case-by-case basis
<b>Time to funding</b>	Approvals in 30-45 days after a complete application is received, time to funding varies based on project

# High-level eligibility

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Businesses that meet all or some of the following criteria are good candidates for a 7(a) or Community Advantage loan:

- Positive historic or projected cash flow
- Positive net worth or available equity to contribute to your business
- Business assets or real estate to pledge as collateral
- A fair to good personal credit score
- Management experience in your business's industry



# Fixed asset financing



# SBA 504 program details

<b>Loan Amounts</b>	\$50,000 to \$5.5 million for the 504 portion of the loan. Significantly larger projects can be funded using the program.
<b>Term</b>	10- 20- and 25-years
<b>Interest rate</b>	Below-market, fixed rates. View current rates at <a href="https://pursuitlending.com">pursuitlending.com</a>
<b>Time to funding</b>	Approximately the same as the first mortgage

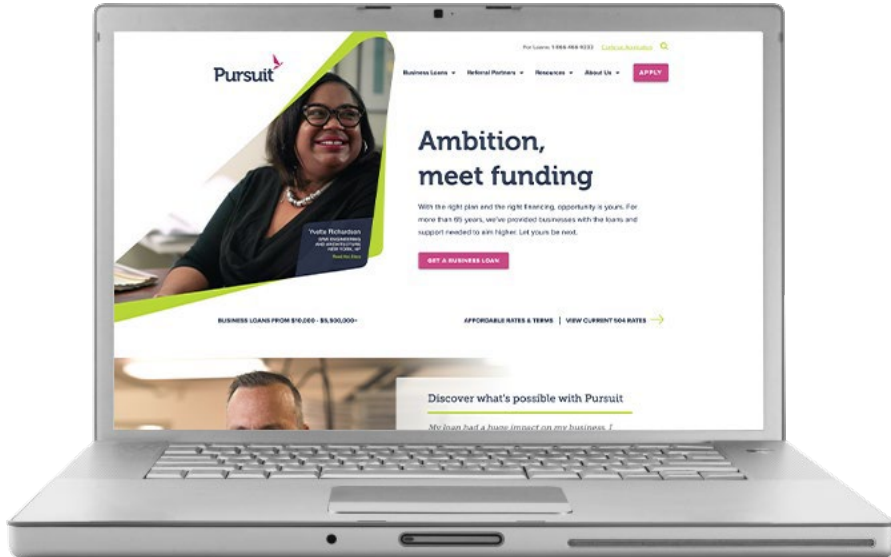
# High-level eligibility

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Businesses that meet the following minimum standards should be referred to a 504 loan officer to determine eligibility:

- Must meet SBA size standards
- Building must be 51% owner-occupied for purchases, 60% for new construction

# Let's get started



[Start an application online](#)

Leo Zhang, AVP

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Office:

212-785-5781

- **Shellon Fraser**
- Project Director,
- Redesigning Access by Centering
- Equity (RACE) Lending Initiative,
- CSH



**Lauren Velez**

Associate Director NY Metro, Redesigning  
Access by Centering Equity (RACE) Lending  
Initiative,  
CSH



# CSH's Redesigning Access by Centering Equity Initiative

The RACE Initiative





# About US

Shellon Fraser-  
RACE Lending  
Project Director



Lauren Velez-  
Associate Director,  
NY Metro Team  
at CSH



# About CSH

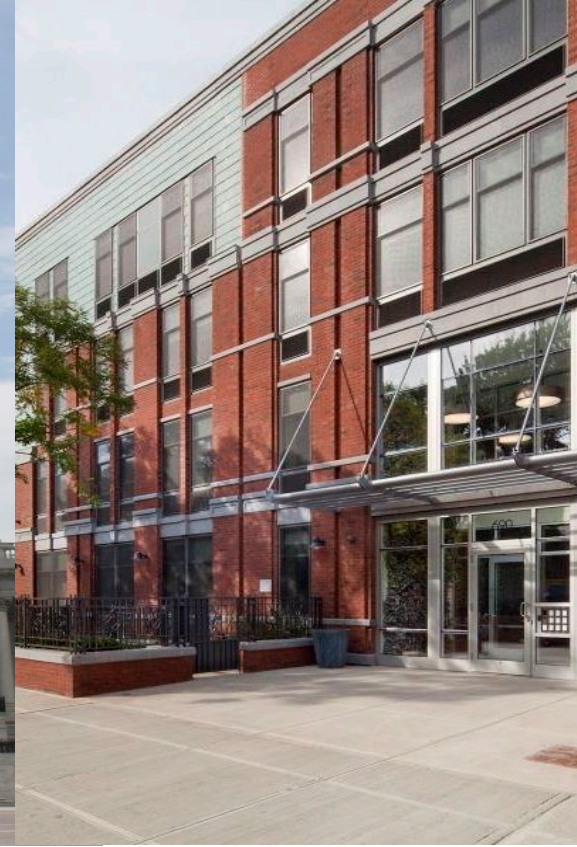
# Advancing Housing Solutions That



Improve lives of  
vulnerable people



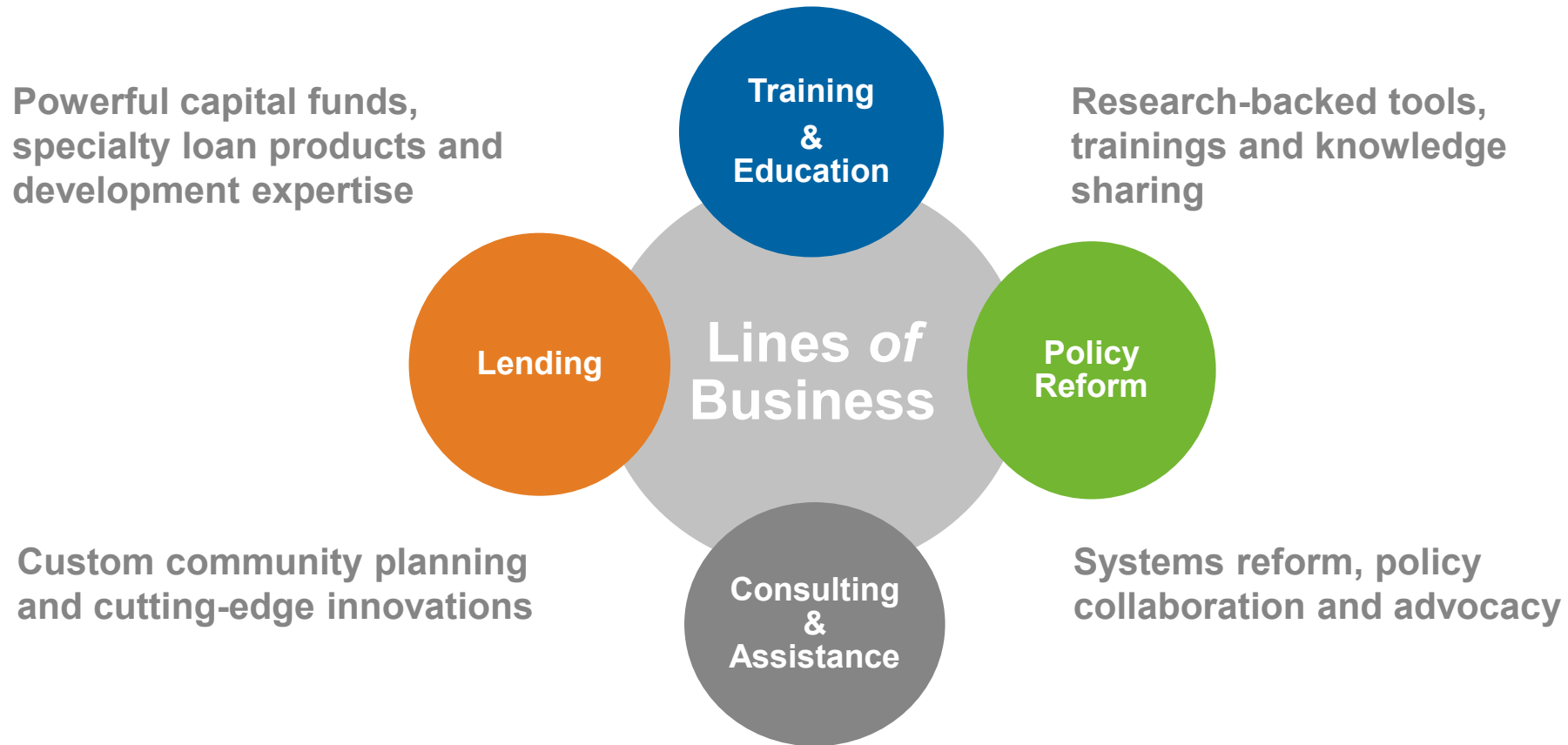
Maximize  
public resources



Build strong,  
healthy communities

# What We Do

CSH is a touchstone for new ideas and best practices, a collaborative and pragmatic community partner, and an influential advocate for supportive housing.



# \$1 Billion In Loans & Grants



335,000  
Homes  
Created



40,500  
Families  
Housed



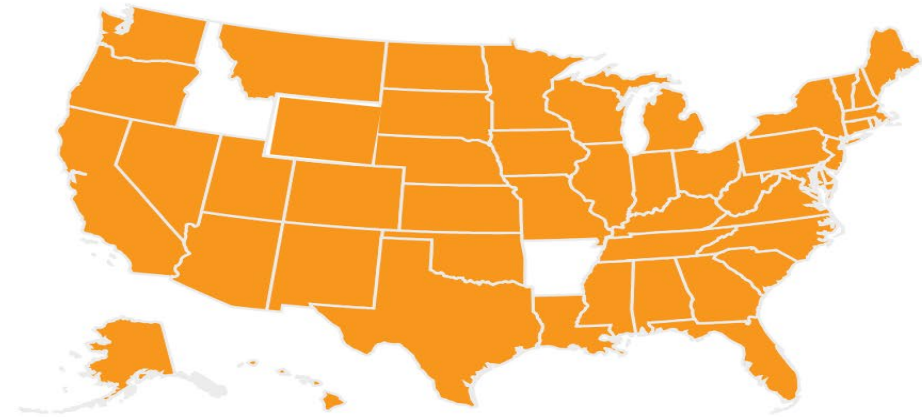
177,000  
Jobs  
Created



Lowered costs &  
improved health  
outcomes for fragile  
individuals & families

## Economic Impact

# \$666B



**1282 Loans**  
**3050 Grants**  
**300 Communities**



[csh.org](http://csh.org)



# CSH Performance Snapshot 2021

## CSH National Stats

### New Commitments

- 37 new loans closed in 10 states
- \$172M in new loan commitments
- 1,887 Units Supportive Housing
- 1,494 Units Affordable Housing
- \$1.9B leveraged in other financing

### Deployed

- \$73.5M On-Book
- \$63.9M Off-Book
- \$30.4M NMTC

### Outstanding

\$403M in outstanding loans under management at FYE

*Historical loan losses 0.4% of all disbursements*

## New York Stats

### New Commitments

- 12 new loans closed
- \$42M in new loan commitments
- 1,001 Units Supportive Housing
- 373 Units Affordable Housing
- \$700M leveraged in other financing

### Deployed

- \$20.0M On-Book
- \$1.4M Off-Book

### Outstanding

\$62.1M in outstanding loans under management at FYE

*Historical loan losses <0.1% of all disbursements*



# The RACE Initiative



# Our AIM



 [csh.org/race-initiative/](https://csh.org/race-initiative/)

 **RACE INITIATIVE** REDESIGNING ACCESS BY CENTERING EQUITY

- 1** Increase the number of loans and investments provided by CSH to BIPOC-led groups
- 2** Increase the proportion of CSH's overall lending investment offered to BIPOC-led groups
- 3** Make resources and tools available to BIPOC developers
- 4** Advance policies that reduce barriers for BIPOC developers



## The CSH Redesigning Access by Centering Equity (RACE)

initiative seeks to direct resources to developers led and/or owned by Black, Indigenous and People of Color (BIPOC). This 5-year initiative aims to increase the number of BIPOC developers in the supportive housing industry, and boost supportive housing production and capacity building in communities most impacted by systemic inequality and structural racism.

Through this Initiative, CSH provides:



**Supportive Housing Institute/Incubator**  
Intensive technical assistance customized for BIPOC developers.

**Development Consultants**  
Funding to hire development consultants to guide and assist your applications for additional funding including state and local funding opportunities.

**On-Going Technical Support**  
End-to-end technical assistance to guide you through the entire project to unit occupancy.



**Predevelopment and Acquisition Loans**  
Early stage high loan-to-value (LTV) and unsecured loans to acquire and develop supportive housing property.

**Developer Fee Bridge Loans**  
Loans with terms of up to two years for early access to development fee earnings to hire staff and bolster operations.



**Advocate for prioritization of equity in funding decisions**  
The issues facing BIPOC developers are systemic and cannot be solved by CSH alone.

We acknowledge that in addition to CSH's efforts, government partners must join us in correcting years of injustices and deliberate actions that have set back communities of color. As part of this initiative, CSH will advocate for prioritizing financing awards to BIPOC developers.



Redesigning Access by Centering Equity in supportive housing development is a 5-year supportive housing production and capacity building effort to build the participation and impact of BIPOC-led developers

A CSH initiative. Learn more at [csh.org](http://csh.org)  
For more information, contact: Shellon Fraser  
[Shellon.Fraser@csh.org](mailto:Shellon.Fraser@csh.org) | 812.947.3167



# WHO ARE WE LOOKING TO SERVE

- Both nonprofit and for-profit BIPOC-led/owned development companies
- Projects that include supportive housing units
- Developers who have completed at least one housing development project (as a partner, lead developer or development consultant)

## REDESIGNING ACCESS BY CENTERING EQUITY (RACE) INITIATIVE in supportive housing development

CSH's RACE Initiative, a 5-year effort to build the participation and impact of BIPOC developers, provides discounted loans to support BIPOC developers advancing new affordable housing projects in which at least 10% of the units are supportive housing. To qualify for these attractive products, a developer must be led by a person who identifies as BIPOC or have a staff or board that is majority BIPOC.

	Project Initiation Loan	Predevelopment	Acquisition	Developer Fee Loan
Use of Funds	Early predevelopment and acquisition costs	Mid-to-late stage predevelopment costs	Acquisition	Loan to access developer fee early
Range	Up to \$100,000	\$150,000 to \$500,000	\$150,000 to \$5 million	\$150,000 to \$500,000
Interest Rate*	0%-3%	4.5%, fixed; capitalized into loan (groups that have never developed a project using LIHTC would also be eligible for a grant sized at lesser of 1.5% of loan or \$75,000)		
Term	2 years	3 years		
Repayment	May be refinanced with later stage CSH loan	Construction financing	Construction financing	Receipt of developer fee
Maximum LTV	Unsecured	Unsecured	130% including predevelopment (not including capitalized interest)	Unsecured
Fees	None	1.5% origination plus legal fee		
Security	None	Real estate, if available	Real estate	Real estate, if available

\* Indexed to CSH's standard interest rate; subject to adjustment

A CSH initiative.  
Learn more at [csh.org](http://csh.org)  
For more information, contact:  
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# Technical Assistance and Programmatic Support

# What We Offer

- A National Perspective- because we are a national non-profit, we collaborate around and learn from best practices and evidence-based models all over the country
- Adaptability- we can adapt these models and practices to meet the needs and capitalize on the strengths of your agency and the population you serve
- A unique and tailored approach- we will explore the strengths, challenges and resources (both internal and external) specific to your agency to help design your program models



# Dimensions of Quality

- CSH, in partnership with key stakeholders such as service providers, landlords, program participants and community leaders, developed our **Seven Dimensions of Quality for Supportive Housing**. These quality standards will help ensure that you are meeting the needs and goals of your programs, deliverables for funders, tracking the right data, and focusing on delivering high-quality supportive housing

# Training Center Access

- CSH's Training Center is a national hub for the most up to date, relevant training topics. There are self-paced modules, live webinars, training series on a vast array of topics ranging from Supportive Housing 101, to Housing First and Harm Reduction, to managing Landlord Engagement.

## Why It Works

- CSH's unique blend of pairing our lending products with TA and Programmatic Support (along with over 30 years of experience in Supportive Housing) with our lending products ensures that we can support your programs from ground-breaking, through lease up, and all the way through service delivery and Quality Improvement efforts

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# THANK YOU!

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**stay connected**



**csh.org**



**Virtual Financial Resources Workshop  
for M/WBE Developers, General Contractors,  
Sub-Contractors, and Suppliers**

# EOIP Contact Information

For General Inquiries about the Program:  
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For Information about our Programs:  
Program website has the latest information about the program:  
<https://www1.nyc.gov/site/hpd/services-and-information/building-opportunity-initiative.page>