

NEW MARKETS TAX CREDIT PROGRAM

HIGH SOCIAL IMPACT AND ECONOMIC DEVELOPMENT IN LOW-INCOME AREAS

FCLF NMTC PROGRAM



- **\$362 million**
TOTAL NMTC ALLOCATION
FEDERAL + STATE
- **\$624 million**
TOTAL PROJECT COSTS
- **29 projects**
IN DISTRESSED
CENSUS TRACTS
- **1.9 million**
SQUARE FEET
OF FACILITIES
- **7,070 jobs**
CREATED OR RETAINED

AT 6.30.2021

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 \$110 billion in total project financing to over 7,000 projects, creating or retaining more than 1 million 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:

JESSIE TRICE COMMUNITY HEALTH SYSTEM

\$10.2 MILLION TOTAL PROJECT
\$9 MILLION FCLF NMTC ALLOCATION
\$4.3 MILLION FCLF FINANCING
15,191 SQ FT NEW FACILITY CONSTRUCTION
13,400 PATIENTS SERVED ANNUALLY

Jessie Trice Community Health System has grown from its humble single-site beginning in 1967 to its current system of 11 Federally Qualified Health Centers, 40 school-based health suites, and a 140-bed women's residential substance recovery center, serving 46,000 patients annually in Miami-Dade County. With a diverse patient population, JTCHS offers services across all income levels and partners with other organizations to improve the overall health status of the community. With financing through



FCLF's NMTC program, JTCHS built a new 15,000 sq-ft clinic in Miami Gardens to provide 13,000+ clients with medical, dental, mental health, and pharmacy services – all on a sliding fee scale for the uninsured and under-insured. The new clinic improves access to quality, cost-effective healthcare and encourages individuals to take charge of their own health.

www.jtchs.org

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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

“We are proud to partner with FCLF on this project, which expands access to innovative, quality, comprehensive primary healthcare in our communities.”

Annie Neasman, President & CEO, Jessie Trice Community Health System



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.



OVERTOWN YOUTH CENTER, MIAMI
children & youth mentoring and services
\$19.2 MILLION PROJECT
\$15 MILLION FCLF NMTC



BOYS & GIRLS CLUBS OF PALM BEACH COUNTY
children & youth mentoring and services
\$9 MILLION PROJECT
\$8.4 MILLION FCLF NMTC



BOYS & GIRLS CLUBS OF MANATEE COUNTY
children & youth mentoring and services
\$11.5 MILLION PROJECT
\$10.5 MILLION FCLF NMTC



BISHOP MUSEUM OF SCIENCE & NATURE, BRADENTON
youth outreach & STEAM education
\$23.5 MILLION PROJECT
\$12 MILLION FCLF NMTC



CADE MUSEUM, GAINESVILLE
youth outreach & STEAM education
\$11.7 MILLION PROJECT
\$10 MILLION FCLF NMTC



ASPIRA OF FLORIDA, MIAMI-DADE
education & leadership, Latino youth
\$17.2 MILLION IN 2 PROJECTS
\$17.1 MILLION FCLF NMTC



KIPP SCHOOLS, JACKSONVILLE
college preparatory charter school
\$26.2 MILLION PROJECT
\$15 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



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.



COMMUNITY HEALTH CENTERS OF PINELLAS
healthcare for homeless & low-income
\$17.3 MILLION PROJECT (4 locations)
\$17 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



YMCA OF SOUTH FLORIDA
services for low-income households
\$20.7 MILLION PROJECT
\$17 MILLION FCLF NMTC



JESSIE TRICE COMMUNITY HEALTH, MIAMI
healthcare for homeless & low-income
\$10.2 MILLION PROJECT
\$9 MILLION FCLF NMTC



HENDERSON BEHAVIORAL HEALTH, FT. LAUDERDALE
behavioral health & crisis stabilization unit
\$16 MILLION PROJECT
\$14 MILLION FCLF NMTC



ORANGE BLOSSOM FAMILY HEALTH, ORLANDO
healthcare for homeless & low-income
\$6.2 MILLION PROJECT
\$6.1 MILLION FCLF NMTC



LOTUS VILLAGE, MIAMI
homeless women & children shelter & services
FQHC on site
\$28 MILLION PROJECT
\$13.5 MILLION FCLF NMTC



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



METROPOLITAN MINISTRIES, TAMPA & PASCO COUNTY
transitional housing & homeless services
\$36 MILLION IN 2 PROJECTS
\$21 MILLION FCLF NMTC



CASA, ST. PETERSBURG
domestic violence shelter & services
\$12 MILLION PROJECT
\$12 MILLION FCLF NMTC
\$4.8 MILLION FCLF STATE 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.



SW FLORIDA COLLABORATORY, FORT MYERS
historic redevelopment & nonprofit incubator
\$10 MILLION PROJECT
\$10 MILLION FCLF NMTC



JESSIE BALL duPONT CENTER, JACKSONVILLE
historic redevelopment & nonprofit incubator
\$23.9 MILLION PROJECT
\$10 MILLION FCLF NMTC



HITCHCOCK'S MARKET, OLD TOWN FL
grocery store in USDA food desert
\$7.3 MILLION PROJECT
\$2 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 maximizes opportunities for people and places outside the economic mainstream. We provide expertise and capital across Florida to help projects succeed, improve lives, build strong communities, and create high social impact. Read more success stories on our website, www.FCLF.org.

HOUSING

Affordable ▪ Supportive ▪ Single & Multifamily ▪ New & Preservation

COMMUNITY FACILITIES

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

ECONOMIC DEVELOPMENT

Technology Hubs ▪ Business Incubators ▪ Catalytic Redevelopment Projects