



Housing & Health Summit

Best Practices and Financial Gaps

November 29, 2023

STATEWIDE CDFI

federally certified Community Development
Financial Institution

SINCE 1994

founded by community leaders to provide
flexible financing for development in Florida's
low-income communities



CAPITAL AND EXPERTISE

TO HELP

BUILD STRONG COMMUNITIES

AFFORDABLE HOUSING
COMMUNITY FACILITIES
ECONOMIC DEVELOPMENT

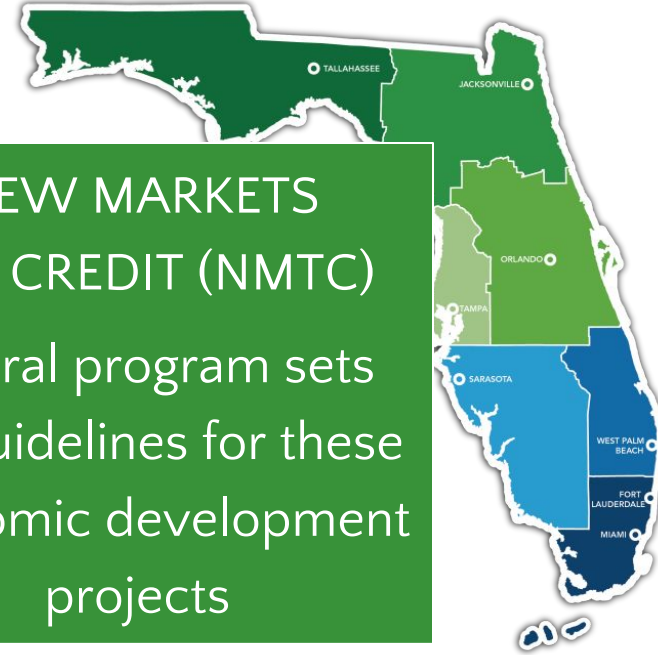
FCLF offers flexible financing

COMMUNITY DEVELOPMENT FINANCING

commercial loans for projects
in low-income areas or for
low-income residents with a
focus on high social impact

NEW MARKETS TAX CREDIT (NMTC)

federal program sets
the guidelines for these
economic development
projects



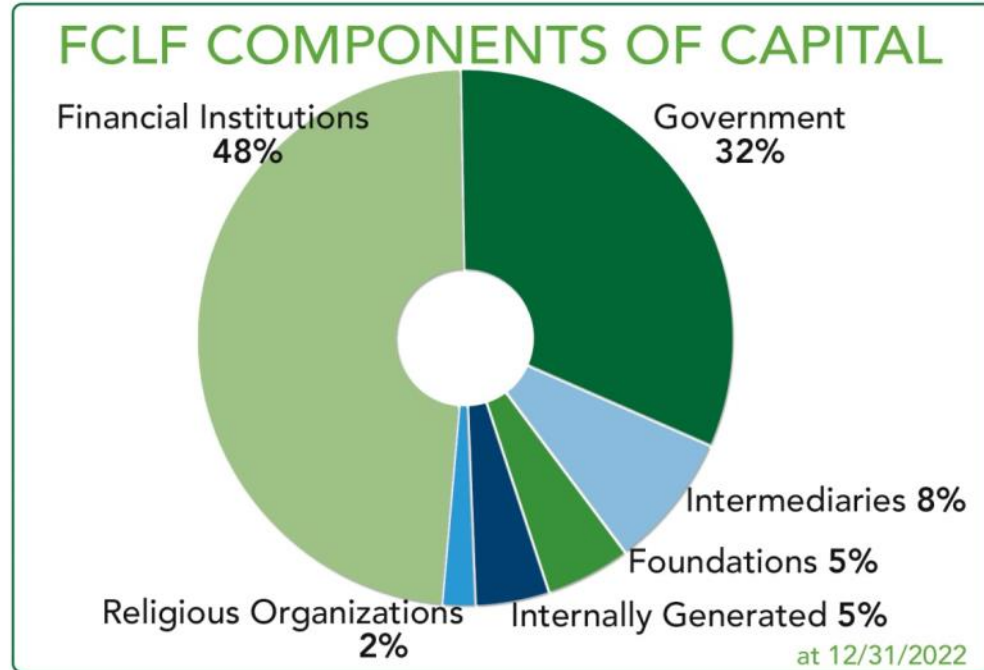
CORE PURPOSE: FCLF exists to maximize opportunities for people and places outside the economic mainstream.

OUR VISION: Opportunity and dignity exist for every person and community in Florida.

OUR MISSION: Our expertise and capital make projects successful and help organizations improve lives and communities.

Investors in FCLF

Religious Organizations
Financial Institutions
Foundations
Nonprofits
Government
Individuals



All FCLF Loans...



Must be in
low-income
communities or for
low-income
residents

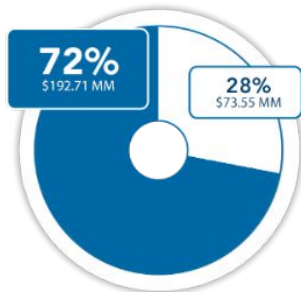
Must have a
community
development or
social services
purpose

Loans are to
organizations and
businesses
(not individuals)

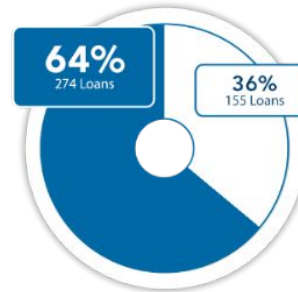


Our Impact

72% of FCLF financing dollars and
64% of FCLF financing loans
have been located in
majority BIPOC census tracts



Total Lending Through FY 2023:
\$266.26 Million



Total Loans Through FYE 2023: 429

Our Impact

\$642 MILLION

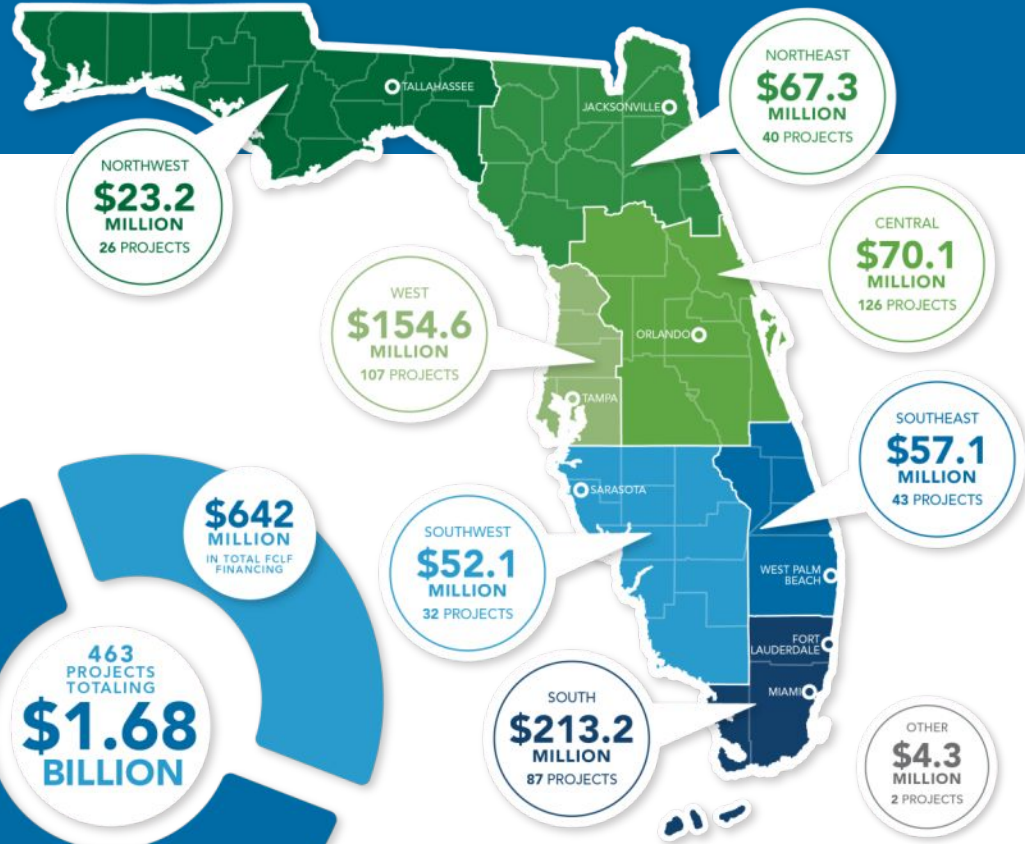
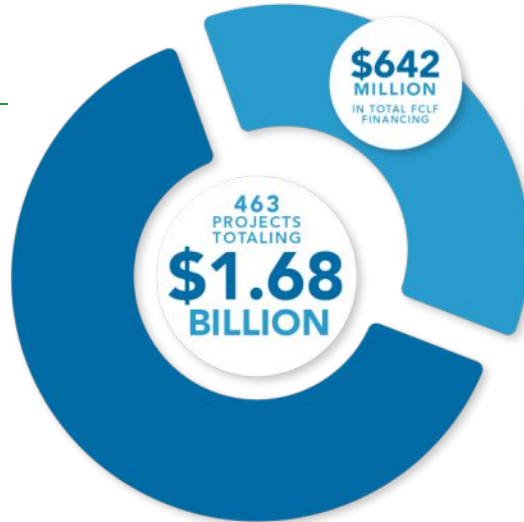
financing + NMTC transactions

463 LOANS

\$1.68 BILLION

total project costs

- **7,380 HOUSING UNITS**
- **175 FACILITIES**, 3 million sq ft
- **19,820 JOBS** created or retained
- **2.2 MILLION+ FLORIDIANS** receive social services every year



Traditional Project Gaps

- Capital for Acquisition/Rehab or Development
- Operating Gaps
- Sponsor Gaps (Financial, Experience, etc.)

Traditional Sources to Fill Project Gaps

- Subsidy from local, state and federal programs
- Subsidy from private sources/philanthropy
- Cash and non-cash forms of subsidy
- Flexible “market” rate capital (higher LTV, lower DSCR, looser underwriting guidelines)

How We Try to Reduce Project Gaps

- Increase LTV
- Lower Minimum Debt Service Coverage Requirement
- Reduce Interest Rate
- Address “Intangible” Gaps (developer experience, financial strength, etc.)
- Direct Forms of Subsidy
 - Capital Magnet Funds
 - New Market Tax Credits

FCLF PROJECTS AND UNDERWRITING GUIDELINES

Community Development Fund

Lending Guidelines

- Fixed rates 5.125% to 8.00%, depending on term
- Application fee \$300. Commitment fee varies depending on type of loan; typically 0.25% to 1%
- No prepayment penalties
- 1.12x minimum DSC based on stabilized NOI (1.20x for community facilities)
- No or minimal legal fees on typical transactions
- Terms up to 10 years with up to 35-year amortizations and no prepayment penalties
- Sponsor Strengths



Hallandale Commons, Hallandale Beach

- 10 affordable townhomes for sale; < 80% AMI – moderate income
- \$3.1 million FCLF financing, construction loan
- Partners: City of Hallandale Beach and Hallandale Beach CRA
- Developer: Donaldson-West Venture, LLC



Saint Stephen's Way, Melbourne Loans and Capital Magnet Funds

- 40 units of supportive rental housing for families facing homelessness
- 4000 sq. ft. community center
- \$8.25 million FCLF financing, construction/term loan
- \$10.49 million total project cost
- 40 Project Based Housing Vouchers



New Markets Tax Credit (NMTC)

Funding for community facilities, job-creating projects, economic development

Jessie Trice Community Health System

FQHC construction of 15,000 sf facility providing a full array of healthcare services. \$10.2 million project budget. \$9 million FCLF NMTC allocation. \$4.3 million FCLF Community Development financing. Located in Miami Gardens.



Using New Markets Tax Credits for Housing

Lotus Village & Lotus Children's Village, Overtown, Miami. 2 projects:

- Construction of new 5-story 100,000 sf facility to provide housing and supportive services for the homeless
- \$13.5 million FCLF NMTC allocation
- \$28 million project budget.

- Construction of new 71,280 sf children's education and resource center
- \$19 million FCLF NMTC allocation
- \$32.1 million project budget.





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 @FloridaCommunityLoanFund

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ORLANDO · TAMPA · FORT LAUDERDALE

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