



# Working With Community Development Financial Institutions (CDFIs)

Florida Housing Coalition Conference • August 27, 2024

# Who is Florida Community Loan Fund?

## 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

AFFORDABLE HOUSING  
COMMUNITY FACILITIES  
ECONOMIC DEVELOPMENT



CAPITAL AND  
EXPERTISE  
TO HELP  
BUILD STRONG  
COMMUNITIES

# Who is Florida Community Loan Fund?

## 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.

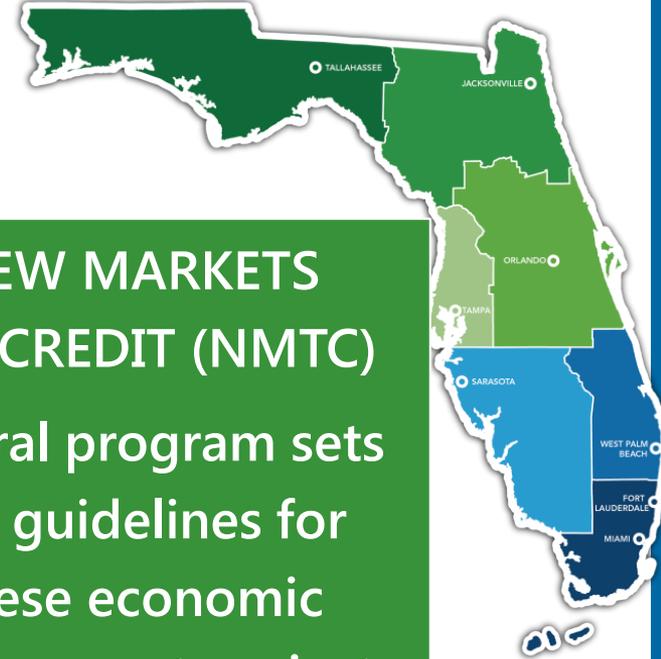
# FCLF offers flexible financing to help your project succeed.

## 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



# All FCLF Loans...



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

Must have a community development or social services purpose

Must be to financially viable organizations and businesses (no personal loan products)

# Our Impact

**\$663 MILLION**

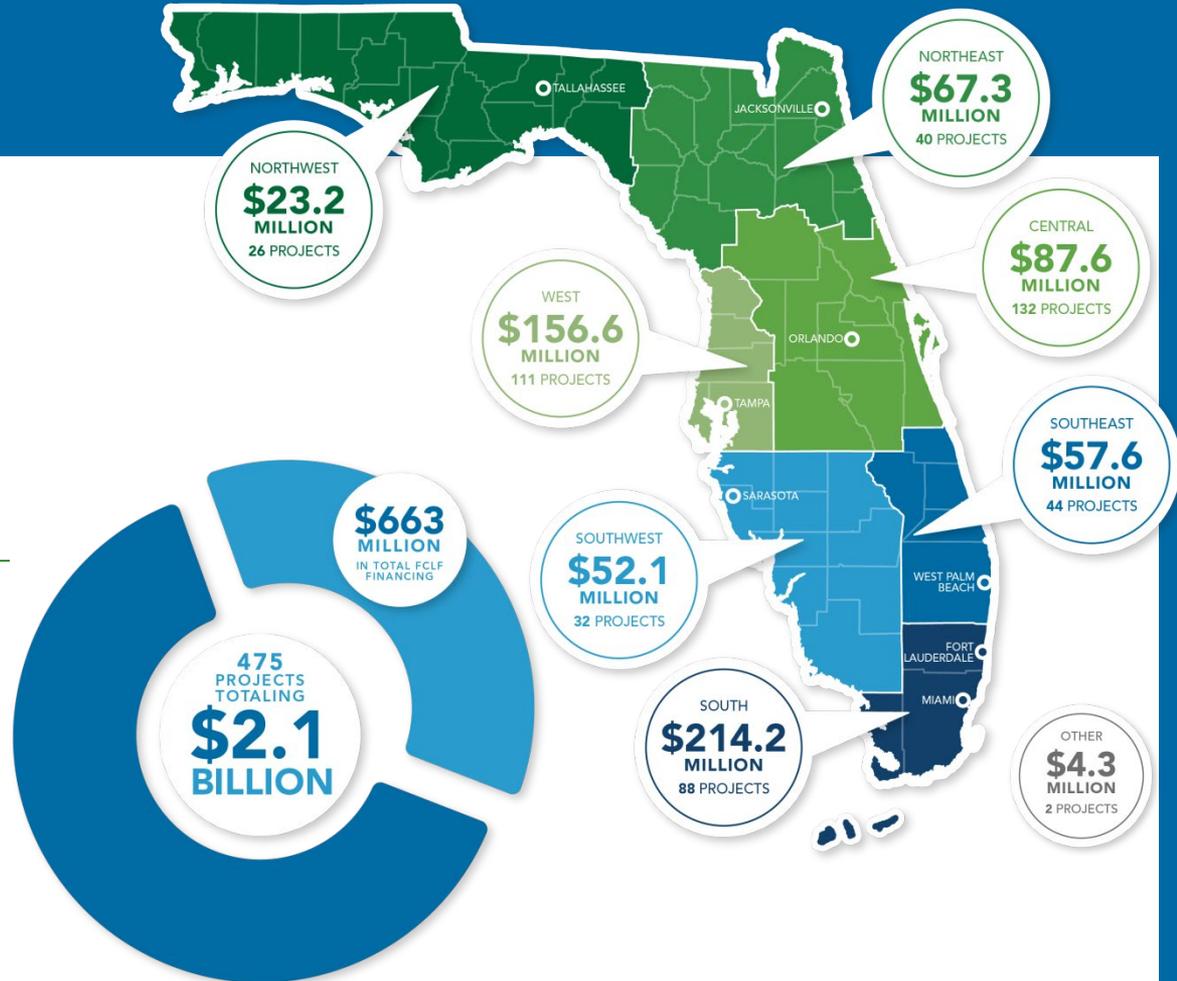
financing + NMTC transactions

**475 LOANS**

**\$2.1 BILLION**

total project costs

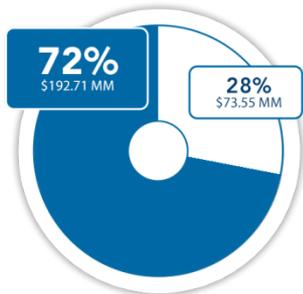
- **8,577 HOUSING UNITS**
- **178 FACILITIES**, 3 million sq ft
- **26,191 JOBS** created or retained
- **2.2 MILLION+ FLORIDIANS** receive social services every year



cumulative through 12/31/2023

# 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



through 6/30/2023

**Nationally,**  
**28%** of CDFI Program Awardees'  
financing dollars were located in  
**majority BIPOC census tracts**



Total Lending: \$30.16 Billion

Based on cumulative data of all loans closed in FY2020 by CDFI Program recipients. (\$)

# FCLF SUCCESS STORIES

# Habitat for Humanity Greater Orlando & Osceola County

- 44 new single family homes in Central Florida
- \$2.25 million FCLF line of credit
- Financing for land acquisition and new construction
- 10 homes located in Apopka replaced a former blighted project
- 30+ homes in Orlando on scattered sites throughout Holden Heights Zip 32805



# Seven on Seventh, Fort Lauderdale

- 72 units of affordable rental housing developed by Green Mills Group
- 36 units designated as supportive housing reserved for formerly homeless or at risk of homelessness
- Adjacent to Broward Partnership for the Homeless (co-developer / services provider)
- On-site amenities: clubroom, game room, gym, learning center, roof terrace
- \$1 million FCLF financing through CMF program, construction/term loan
- \$28.7 million total project cost; LIHTC project
- Additional support from State, Broward County, City of Fort Lauderdale



**GREEN MILLS**  
BUILDING COMMUNITIES



# Community of Hope, Brevard County

- 3 projects financed totaling 24 units affordable rental housing with on-site supportive services
- Focus on families facing or experiencing homelessness
- Services in partnership with Brevard County Housing Authority and Florida Dept. of Children and Families
- \$1.17 million FCLF financing (3 loans)
- \$3.4 million total project costs
- Additional support from Brevard County, City of Titusville, City of Palm Bay



# Fort Lauderdale CDC

- 10 single family homes for ownership + 37 rental apartments
- \$2.1 million FCLF financing
- Loans for new construction, rehabilitation, and refinance
- Focus on Fort Lauderdale's Sistrunk neighborhood Zip 33311



# Catchlight Crossings, Orlando

- 1000 units of affordable rental housing + 72,000 sq ft of community space
- Developed by Wendover Housing Partners on land donated by Comcast Universal, near future Universal Epic Universe
- \$8.5 million FCLF financing (3 loans including CMF financing)
- \$350 million total project costs
- 75% of units reserved for at or below 60% AMI; remaining are workforce housing



# New Markets Tax Credit (NMTC)

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



**Feeding Northeast Florida.** Renovation of 120,000 sf facility to address food insecurity in 8-county region. \$16 million project budget. \$14 million FCLF NMTC. \$7 million FCLF Community Development financing. Located in Jacksonville.

## Evara Health, Clearwater Highpoint.

FQHC Construction of new 18,000 sf facility & 5,600 sf expansion of existing facility. \$9 million project budget. \$9 million FCLF NMTC. \$5.3 million FCLF Community Development financing.



**Overtown Youth Center, Miami.** Construction of 62,620 sf facility providing community youth and family services. \$19.2 million project budget. \$15 million FCLF NMTC allocation.





# FCLE FINANCING FEATURES

# FCLF Reduces Gaps in Financing

- Increased LTV
- Lower minimum Debt Service Coverage (DSC) requirement
- Reduced interest rates
- Address “intangible” gaps – such as developer experience, financial strength
- Direct forms of subsidy – such as Capital Magnet Fund



# Community Development Fund

## Financing Features

### Loan Size

- \$6.5 million maximum
- Larger may be available through partnerships

### Loan Types

- Acquisition & pre-development • Construction & rehabilitation
- Lines of credit • Term & permanent loans
- Refinancing in certain situations

### Collateral

- Loans must be secured
- Loan-to-value (LTV) will vary based on collateral type, typically 70% to 90%

### Technical Assistance

- Free technical assistance may be available in some cases; FCLF will cover the cost.
- Technical assistance may be delivered by FCLF staff, Florida Housing Coalition, or others.



# Community Development Fund

## Financing Features

### Loan Terms

- Fixed rates 6.75% 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



# WHY FCLF?

## We are willing to...

Commit early in a project

Assume a higher risk

Structure loan rate and terms to meet the cash flow needs of our borrower



Access other conventional and nonprofit lenders



# THE RESULT:



## HIGH SOCIAL IMPACT

IN LOW-  
INCOME  
COMMUNITIES



IGNACIO ESTEBAN, CEO

Ignacio@FCLF.org

407.246.0846 • Orlando



NELSON BLACK, CHIEF LENDING OFFICER

NBlack@FCLF.org

813.223.7400 • Tampa

### OUR LENDING TEAM

Jim Walker, South & SE Florida

JWalker@FCLF.org

Dwayne Rankin, West & SW Florida

DRankin@FCLF.org

Anna Upchurch Pernell, Central & North Florida

APernell@FCLF.org

Michael Jones, Central & South Florida

Mjones@FCLF.org



800 N MAGNOLIA AVE • SUITE 106

ORLANDO FL 32803

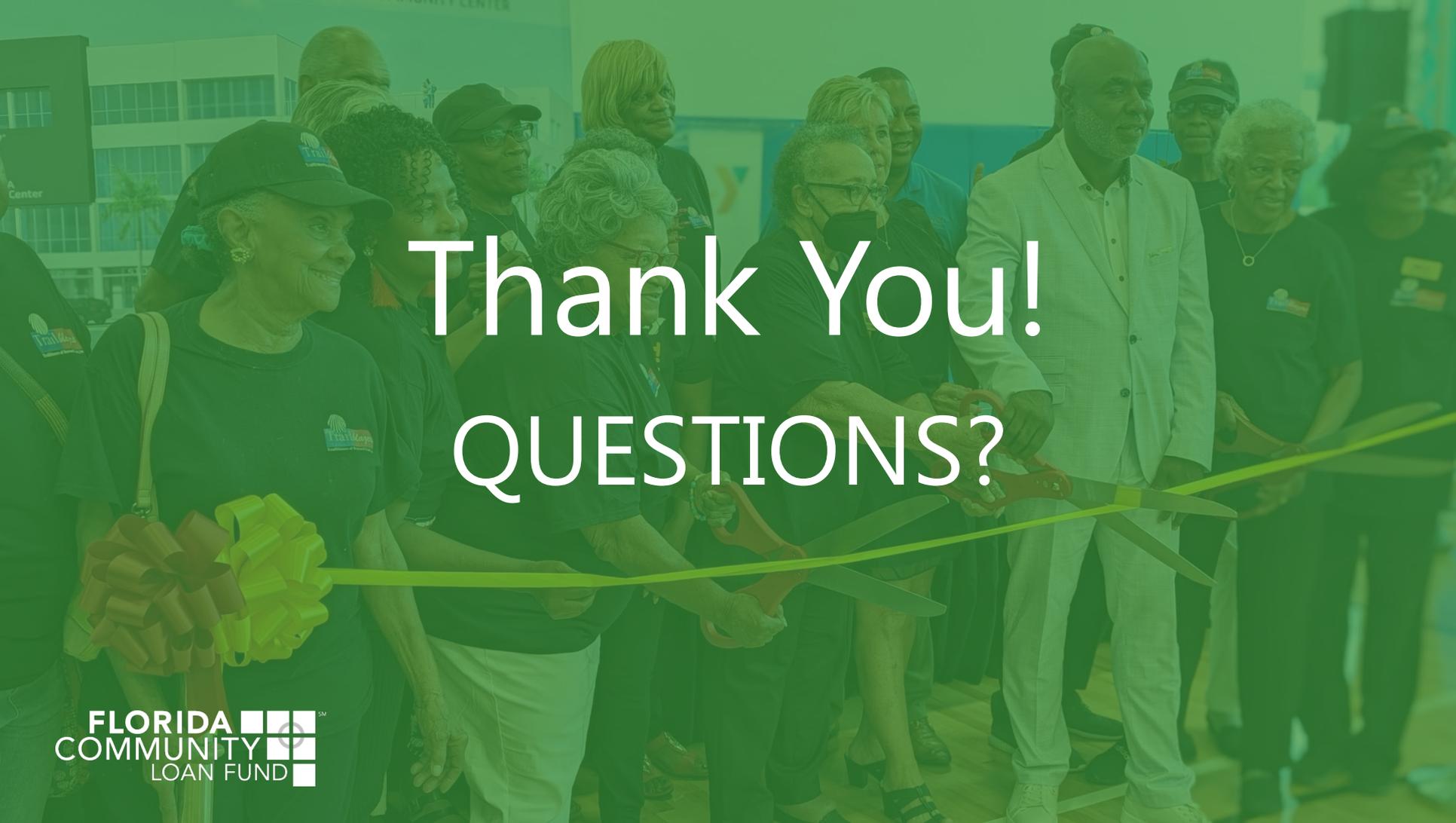
407.246.0846

SERVING FLORIDA FROM OFFICES IN  
ORLANDO • TAMPA • FORT LAUDERDALE



[www.FCLF.org](http://www.FCLF.org)

 @FloridaCommunityLoanFund



Thank You!  
QUESTIONS?