

New Markets Tax Credit Source Loans

Work with an experienced New Markets Tax Credit (NMTC) lender and Community Development Entity (CDE)

Key Loan Terms & Features*

Loan Purpose	Source Loans, to finance the leverage loan from the Sponsor to the Investment Fund, to develop mission aligned projects including, but not limited to, healthcare facilities, education facilities, commercial, and mixed-use developments. CIP can also provide direct loans to QALICBs or bridge loans for leveraged grant sources.
Eligible Borrowers	For-profits & non-profits with preference for, but not limited to, projects in our core geographies
Loan Amount	\$500,000 to \$20MM (participation of another lender may be required)
Term	7 years to match the NMTC compliance period
Interest Rate	To be set at closing and fixed for the Term of the Loan based on 7-year Treasury + 3.50-5.00%
Payments	Extended interest only periods followed by amortization up to 25 years
Closing Fee	1.25-1.50% of the Loan Amount (includes 0.25% underwriting fee)
Collateral	Collateral typically includes, but is not limited to the following: I. Collateral assignment of Sponsor Leverage Loan to the Investment Fund; II. 1st position UCC-1 perfected lien on all the Sponsor's business assets; III. Assignment of the purchaser's interest in the put/call option; IV. Leasehold mortgage of lease between Sponsor and QALICB Borrower; V. 1st position pledge of all capital campaign contributions received (if applicable); and VI. Pledge and control of Sponsor account that will receive grant/capital campaign proceeds (if applicable).
Loan to Value	Up to 90% LTV on hard debt to appraised value of property
Lease and Debt Service Coverage Ratio	Typically, 1.15x, tested annually on both the project sponsor and on the project
Timing	60–90-day closings are possible from receipt of the underwriting fee. However, timing will coincide with the closing of NMTC financing.

* Terms on this fact sheet are indicative; however, all terms may vary depending on deal specifics.

Our Full Suite of Loan Offerings

Our team goes above and beyond to get complex deals done so that our borrowers can create impact for their communities. Our loan types include:



ACQUISITION LOANS
to purchase land
and buildings



BRIDGE LOANS
to bridge grant funding or
tax-credit equity investment



CONSTRUCTION LOANS
to finance from-the-ground-up
construction and renovation projects



WORKING CAPITAL LOANS
to finance operating
cash flow needs



PRE-DEVELOPMENT LOANS
for feasibility planning, architectural
drawings, and other early needs



TENANT IMPROVEMENT LOANS
to finance renovation at
a leased facility



NEW MARKET TAX CREDITS
to incentivize community
development



EQUIPMENT LOANS
to purchase equipment

Interested in learning more? Please contact us in your region:

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