Resourceful Financing Partnerships for TODAY

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Session agenda

1) Bridgeway Capital

2) Birmingham Foundation

3) The Reinvestment Fund

4) Urban Redevelopment Authority of Pittsburgh

5) Q&A
Community Development Financial Institution

- Unconventional lending source
- Mission-driven financing
- Financial and social bottom line
- Sustainability versus profitability
Bridgeway’s Impact

875 loans representing $91.7 million

$12.2 million for 230 loans to African-American-led enterprises

$22.1 million for 324 loans to woman-led enterprises

$181,000 for 19 Urban Entrepreneur loans in the seven lowest income communities
Our Mission is to make western Pennsylvania a thriving region for all.

Targeted audiences

• Low-income communities and populations
• Minority, women, and veteran owned businesses

Targeted projects

• Startup businesses
• Small businesses
• Nonprofit organizations
• Community developments

Our Mission is to make western Pennsylvania a thriving region for all.
Three offices
- Pittsburgh
- Uniontown
- Erie

Network of partners
- Community Development Orgs
- Foundations
- SBDCs
- Regional Banks
Financial Products

Capable and capitalized businesses and nonprofits

Education Options
Products
Urban Entrepreneur Loans
Entrepreneur Loans
Growth Loans
504 Loans
Nonprofit Loans

Programs
Business Education
Healthy Food Financing Program
Emerging Opportunities Fund
Emerging Opportunities Fund

- Predevelopment Grants
- Predevelopment Loans
- Subordinate Loans
The **Birmingham Foundation** is a private independent foundation that was created on May 1, 1996 with the assets of the Sale of South Side Hospital. The foundation is dedicated to serving people in the same service area as the Hospital.

The Foundation serves as a change agent for improved health and wellness in South Pittsburgh through dynamic use of resources such as grant making, information sharing, partnering and leveraging of assets.
The focus areas for grant making are

#1 improving youth outcomes

#2 improving Healthcare outcomes

#3 strategies for neighborhood development
Bringing Life...

BACK into the Community...

...one house at a time.

RE360 re360co.com
The Reinvestment Fund builds wealth and opportunity for low-wealth people and places through the promotion of socially and environmentally responsible development.

- **$1.35 billion** in cumulative investments and loans throughout the mid-Atlantic.

- Currently manage ~**$800 million** in capital, with more than 850 investors.

- Top CARS score of AAA+1 (most recent 2012). TRF is 1 of only 5 CDFIs in the country with the top rating.
TRF finances a variety of projects and activities including:

- Food Access
  - Grocery stores in Low Supermarket Access (LSA) Areas
- Health Care
  - Community Health Centers
- Education
  - Charter school financing
  - Early childhood education
- Housing
  - Affordable housing financing and development
  - Elder care facilities
- Commercial Real Estate

TRF’s investments in these asset classes build healthy communities in under-invested places.
A division of The Reinvestment Fund that combines rigorous data analysis with a distinctive ability to help clients think spatially.

- **Real Estate Market Analysis**
  - Market Value Analysis (MVA)
  - Limited Supermarket Access (LSA)
  - Commercial corridors analysis
  - Foreclosure analysis and prevention strategies

- **Program & Social Impact Assessment**
  - Estimating Supermarket Access, School Lunch Analysis, Grantmaker Advisory
<table>
<thead>
<tr>
<th>Impact</th>
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<tbody>
<tr>
<td><strong>AAA+1</strong> AERIS rating</td>
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<tr>
<td><strong>20,650</strong> homes</td>
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<tr>
<td><strong>$1.5 billion</strong> in total investments</td>
</tr>
<tr>
<td><strong>educational opportunities for 53,740 students</strong></td>
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<tr>
<td><strong>5.9 million MWh</strong> of energy conserved and created — enough to power more than 630,465 homes for a year</td>
</tr>
<tr>
<td><strong>850</strong> investors</td>
</tr>
<tr>
<td><strong>14.1 million</strong> square feet of commercial space</td>
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<td><strong>143</strong> supermarkets, grocery stores and fresh food retail</td>
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<tr>
<td><strong>2,900</strong> loans &amp; investments</td>
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<tr>
<td><strong>67,195</strong> jobs</td>
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<tr>
<td><strong>692</strong> businesses</td>
</tr>
<tr>
<td><strong>439,375</strong> annual patient visits</td>
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Bridgeway / TRF Partnership

- Combining local market knowledge with national capital access
- Co-investment
- Managing complex financial structuring
  - New Market Tax Credits
  - Historic Tax Credit Bridge Financing
URA FINANCING PARTNERSHIPS
FOR THE DEVELOPMENT OF EAST LIBERTY

- HOME DEPOT (1999)
- EASTSIDE I - WHOLE FOODS (2002)
- EASTSIDE II (2006)
- BAKERY SQUARE (2009)
- EASTSIDE V – TARGET (2011)
HOME DEPOT

• **Project:** Acquisition and demolition of a vacant, blighted former Sears Roebuck building and 9 adjacent commercial and residential properties; prep of an 8.7 acre commercial site; and the development of a 137,000 s.f. Home Depot store and garden center with 430 parking spaces.

• **Project Benefit:** Removal of large blighted building; jump started the redevelopment of the neighborhood of East Liberty; creation of 150 new jobs; generated new taxes; and supported the creation of a tax increment district.
Uses of Funds:
Public: Site Assembly/Relocation/
Demolition/Environmental/Public Space $ 4,354,000
Private: Land Purchase/Site Work/Construction $ 7,000,000
Total Uses $11,354,000

Sources of Funds:
Home Depot Private Equity $ 5,331,337
Disposition Proceeds $ 1,000,000
PA DCED $ 660,000
City Capital Budget $ 1,000,000
URA Funds $ 1,694,000
Tax Increment Financing $ 1,668,663
Total Sources $11,354,000
EASTSIDE II

- Project: Eastside II extends 3 acres from Whole Foods and comprises 85,000 s.f. of leasable commercial space. It initially included national and regional credit tenants, including Border’s Books, Walgreens, Starbucks Coffee, PNC Bank, TREK Bicycles, FedEx, PA Wine and Spirits Store, and a Chocolatier. It includes two parking decks with 193 spaces, of which 60 spaces are leased to Whole Foods. A pedestrian bridge was constructed over the East busway connecting Eastside with the Ellsworth Avenue commercial district in Shadyside.

- Project Benefits: Furthers the revitalization of the neighborhood of East Liberty, spurred job creation.
<table>
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<tr>
<th>Uses of Funds</th>
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<tbody>
<tr>
<td>Acquisition</td>
<td>$ 3,293,816</td>
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<tr>
<td>Site Work</td>
<td>$ 2,576,643</td>
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<tr>
<td>Construction</td>
<td>$17,033,649</td>
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<tr>
<td>Soft Costs &amp; Syndication Fees</td>
<td>$ 9,017,544</td>
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<td>Total Uses</td>
<td>$32,691,153</td>
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<tr>
<th>Sources of Funds</th>
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<tr>
<td>Partner Equity</td>
<td>$ 1,399,937</td>
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<tr>
<td>New Market Tax Credit Equity</td>
<td>$10,564,816</td>
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<td>Private lender</td>
<td>$13,976,400</td>
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<tr>
<td>LISC/SIF/CLF (Bridgeway Capital) Loans</td>
<td>$ 5,150,000</td>
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<td>Health &amp; Human Services (Federal) Loan</td>
<td>$ 500,000</td>
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<td>URA Funds</td>
<td>$ 1,100,000</td>
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<td>Total Sources</td>
<td>$32,691,153</td>
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EASTSIDE V - TARGET

• Project: Acquisition and site prep of multiple parcels to create 5 acre site sold to Target. Target constructed a 154,000 s.f. department store above a 460 space parking garage.

• Project Benefit: The Target store serves as the eastern gateway and anchor of the East Liberty neighborhood, generated jobs.
Uses of Funds

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<th>Description</th>
<th>Amount</th>
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<tbody>
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<td>Acquisition</td>
<td>$9,516,652</td>
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<tr>
<td>Site Work</td>
<td>$3,531,171</td>
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<tr>
<td>Soft Costs &amp; Financing Costs</td>
<td>$8,038,675</td>
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<td>Total Uses</td>
<td>$21,086,498</td>
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<td>Partner Equity</td>
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<td>New Market Tax Credit Loan</td>
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<td>URA – HUD 108</td>
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<td>BEDI Loan</td>
<td>$4,677,308</td>
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<td>East Liberty Development Inc. Deferred Loan</td>
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<td>Total Sources</td>
<td>$21,086,498</td>
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Q&A
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