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CDFA Federal Financing Webinar Series: Restoring Local Economies with Federal Partners

Welcome

The Broadcast will begin at 2:00 PM (Eastern)



for joining the conversation today. Send us your questions and comments!

CDFA Federal Financing Webinar Series: Restoring Local Economies with Federal Partners **Moderator**



Katie KramerVice President Council of Development Finance Agencies

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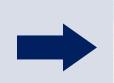
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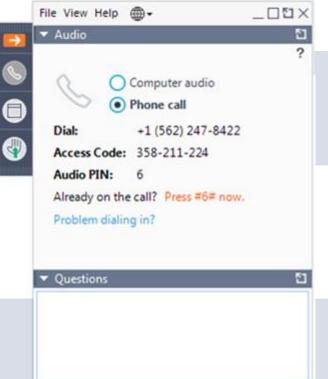


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Using your telephone will give you better audio quality.





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[Enter a question for staff]

Submit your questions to the panelists here.





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CDFA Federal Financing Webinar Series: Restoring Local Economies with Federal Partners Panelists



Dennis Alvord

Acting Assistant Secretary of
Commerce for Economic Development
U.S. Economic Development
Administration



Joseph Baietti
Community Development Specialist
U.S. Department of Housing and
Urban Development



Robert Hanifin
Project Development Lead
U.S. Department of Transportation



Seema ThomasDeputy Director
U.S. Department of Housing and Urban
Development

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Council of Development Finance Agencies Federal Financing Webinar Series: Restoring Local Economies with Federal Partners





Mr. Dennis Alvord



Acting Assistant Secretary of Commerce for Economic Development





EDA's Mission is to lead the federal economic development agenda by promoting innovation and competitiveness, preparing American regions for growth and success in the worldwide economy

- EDA understand that communities are at different points on their economic development journey. Some need help developing a plan and figuring out where to start their economic development efforts. Others need critical infrastructure supporting business expansion. Still others need help building ecosystems to translate innovation into jobs.
- EDA makes investments to catalyze locally driven planning, technical assistance, and infrastructure implementation strategies designed to spur economic development.





EDA Investment Priorities



Recovery & Resilience: Projects that assist with economic resilience (including business continuity and preparedness) and long-term recovery from natural disasters and economic shocks to ensure U.S. communities are globally competitive.



Critical Infrastructure: Projects that establish the fundamental building blocks of a prosperous and innovation-centric economy and a secure platform for American business, including physical (e.g., broadband, energy, roads, water, sewer) and other economic infrastructure.



Workforce Development & Manufacturing: Projects that support the planning and implementation of infrastructure for skills-training centers and related facilities that address the hiring needs of the business community -- particularly in the manufacturing sector -- with a specific emphasis on the expansion of apprenticeships and work-and-learn training models.



Exports & FDI: Primarily infrastructure projects that enhance community assets (e.g., port facilities) to support growth in U.S. exports and increased foreign direct investment—and ultimately the return of jobs to the United States.



Opportunity Zones: Planning and implementation projects aimed at attracting private investment – including from Opportunity Funds – to grow businesses and create jobs in Census tracts that have been designated as Opportunity Zones.





EDA's Core Public Works and Economic Adjustment Assistance Programs

- EDA's core Public Works and Economic Adjustment Assistance (PWEAA) programs provide economically
 distressed communities and regions with comprehensive and flexible resources to address a wide variety of
 economic needs.
- Through our PWEAA Notice of Funding Opportunity (NOFO), EDA solicits applications from applicants in order to provide investments that support construction, non-construction, planning, technical assistance, and revolving loan fund projects under EDA's Public Works program and Economic Adjustment Assistance programs.
- There are no submission deadlines under this opportunity. Applications are accepted on an ongoing basis until a new PWEAA NOFO is published, the NOFO is cancelled, or all funds have been expended.





::: Build to Scale

- Congress has appropriated \$38 million for EDA's Build to Scale program in FY21.
- Run by EDA's Office of Innovation and Entreprenuership, the 2021 Build to Scale
 Program will support regional economic growth through two separate competitions: The
 Venture Challenge and the Capital Challenge.
 - The Venture Challenge seeks to support high-growth entrepreneurship, accelerate company growth in the applicant's region, and scale proven entrepreneurship support models.
 - The Capital Challenge increases access to capital in communities where risk capital is in short supply by providing operational support for early-stage investment funds, angel capital networks, or investor training programs.









The Build to Scale Program: Working in Delaware!

Partners: The State of Delaware, DuPont, and the University of Delaware

Issue: Lack of physical lab space and the lack of expert business mentorship and training on budding entrepreneurs in the hard sciences space.

Vision: To create a non-profit organization and world-class innovation ecosystem that is now increasing regional business growth and diversification of the local economy.

Outcome: Today Delaware Innovation Space, Inc., with the assistance of a nearly \$1.5 million 2020 Venture Challenge grant, is well positioned to enhance and expand its program offerings to include the Hard Science Startup Accelerator program.





EDA CARES Act Recovery Assistance

- CARES Act Provided EDA \$1.5 billion.
 - Grants being administered under the Economic Adjustment Assistance program
 - Initially implemented with funding to: Economic Development Districts, University Centers, Revolving Loan Fund operators
 - Competitive awards now being funded to support a wide range of non-construction and construction activities, including:
 - Economic recovery planning and technical assistance strategies to address economic dislocations caused by the coronavirus pandemic.
 - Preparing or updating economic resiliency plans to aid recovery and support industry diversification.
 - Capitalization or re-capitalization of Revolving Loan Funds to enhance funding liquidity for hard hit business enterprises.
 - Constructing public works and facilities that will support economic recovery, including the
 deployment of broadband to support telehealth and remote learning for job skills, among
 numerous other high impact projects and,
 - Implementing a coronavirus specific innovation and entrepreneurship challenge.





EDA CARES Act Recovery Assistance Investment Assisting Small Businesses Across West Virginia with Capital Needs

• In West Virginia, EDA invested more than \$10 million in CARES Act funding in the West Virginia Economic Development Authority to support business needs across the state.







Disaster Supplemental Funding

- In Fiscal Years 2018 and 2019, EDA received a total of \$1.2 billion in supplemental disaster appropriations from Congress to help regions recover from economic harm and distress resulting from natural disasters occurring in 2017 through 2019.
- With these funds, communities and regions hit hard by major disasters in the United States are rebuilding stronger, more resilient economies and EDA is pleased to help them achieve their goals through the supplemental appropriations.











EDA Disaster Assistance: Making a Difference in Puerto Rico



- A 3.5 million EDA disaster supplemental investment is supporting the Puerto Rican Solar Business Accelerator, Workforce and Small Business Development Program to provide business assistance and workforce development in support of Puerto Rican solar and construction companies.
- This is an excellent example of a joint, public-private effort to train and place workers in solarplus-storage and construction jobs.
- The project meets EDA's Recovery and Resilience and investment Workforce Development and manufacturing investment priorities.





EDA's Economic Development Integrator Role

- Interagency collaboration can help achieve shared goals and alleviate often frustrating bureaucracy.
- This role as an integrator of Federal economic development resources allows us to help customers

 whether EDA grantees or other partners leverage the Federal assets that our communities and regions need to produce impactful economic development projects.
- This assistance can be especially valuable to you as you work to attract private investment in disaster impacted communities.





EDA.GOV



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Robert Hanifin Project Development Lead U.S. Department of Transportation

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DOT Financing Opportunities

Council of Community Development Finance AgenciesFederal Financing Webinar Series

Robert Hanifin
Project Development Lead
February 9, 2021

Build America Bureau OVERVIEW

What does the Bureau do?

- We finance transportation projects
 - Provide long-term, low-interest loans
 - TIFIA & RRIF Programs
 - Allocate Private Activity Bonds (PAB)
 - Authorized \$15 billion
- We provide technical assistance
 - Explore and optimize funding/financing options
 - Assess the viability of public-private partnerships (P3)
 - Cultivate and share best practices in project planning, finance, delivery, operations, and maintenance, etc.
 - Navigate the regulatory compliance process

Bureau Policy Goals & Priorities

- Mission: Deliver More Good Projects Faster
 - Grow the portfolio
 - Outreach and technical assistance
 - Policy and program development
 - Streamline internal processes
 - Diversify the portfolio
 - Geographies/new states
 - Transportation asset classes
 - Innovative project delivery models

TIFIA & RRIF PROGRAMS

TIFIA

- —Transportation Infrastructure Finance & Innovation Act of 1998
- Long-term repayment period
 - Up to 35 years
 - Can be deferred for five years following substantial completion
 - No pre-payment penalty
- Finance up to 33% of eligible project costs
- Draw funds as needed; only pay interest on drawn funds
- Highly customizable to meet borrower needs
- Also offer loan guarantees and lines of credit
- May waive borrower fees for small projects (<\$75M)

Low Interest Rate

1.93% for a 35-year loan (on 2/8/20)



in lending capacity

TIFIA Rural Project Initiative (RPI)

- Additional Requirements:
 - Rural Project: Located outside of a Census-defined urbanized area with population greater than 150,000
 - Maximum Project Cost: \$100 million or less
- Additional Benefits:
 - Finance up to 49% of costs
 - Fixed rate of ½ Treasury rate
 - No borrower fees



1/2 U.S. Treasury rate =0.97% on 2/8/21

TIFIA Rural Project Initiative (RPI)

- The first two TIFIA RPI loans closed in 2020
 - Both are for transit projects bus O&M facilities
- 13 RPI projects in pipeline (out of 42 total projects)
 - 29 more RPI projects may soon be in the pipeline



TIFIA State Infrastructure Banks (SIBs)

- A Rural Projects Fund can be established (FAST Act) within a SIB and capitalized with a TIFIA loan to provide financing to:
 - Rural surface transportation infrastructure projects
 - Rural: Outside a Census-defined urbanized area of population greater than 150,000
 - Of up to 80% of project costs, at one-half Treasury rate.
 - With advisory fee waiver for loans under \$75 million (limited budget availability).
 - With one credit rating agency rating requirement.

RRIF

- -Railroad Rehabilitation & Improvement Financing
- Very similar to TIFIA
 - (Long-term, fixed interest, flexible amortization, no prepayment penalty, etc.)

Low Interest Rate

1.93% for a 35-year loan (on 2/8/21)

- Can finance up to 100% of eligible project cost
- The credit risk premium is offset using
 - Upfront payment by the borrower
 - Collateral
 - Adjustment to the interest rate



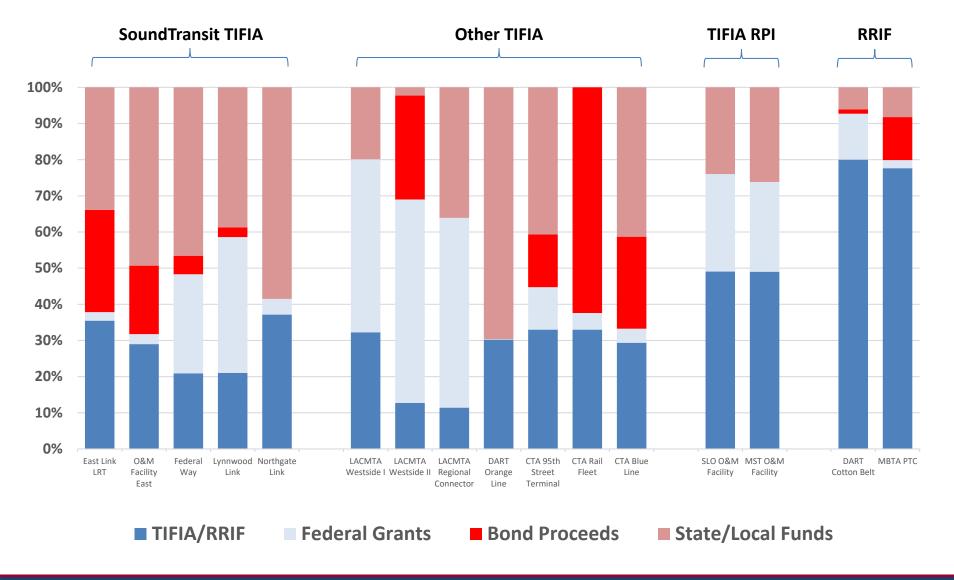


RRIF Express

- Very similar to RRIF (Long-term, fixed interest, flexible amortization, no pre-payment penalty, etc.)
- Can finance <u>up to 100%</u> of eligible project costs up to \$50 million
- Eligible borrowers receive
 - Expedited processing
 - Up to 5% CRP cost assistance
 - Up to \$100,000 is fee assistance

Eligible Borrowers:
Class II or III Railroads

TIFIA & RRIF Loans



Key Program Requirements

TIFIA and RRIF:

Project must meet Federal requirements (NEPA, Buy America, etc.)

TIFIA:

- Minimum project costs must exceed \$10 million
- Maximum loan value 33% of eligible project costs
- Bureau pays Credit Subsidy
- Senior debt must receive investment grade ratings (BBB-/Baa3) from nationally recognized credit rating agencies
- Project must be included in State's transportation planning and programming cycle
- Project must have a dedicated revenue source that is pledged to secure debt service

RRIF:

- No minimum project cost. No maximum loan value
- Borrower pays Credit Risk Premium
- Borrower can often reduce costs by offering collateral



PROJECT ELIGIBILITY

TIFIA Eligibility

Eligible Projects

- Road
- Transit
- Intercity bus
- Passenger rail
- Bicycle and pedestrian
- Transit-oriented development
- Intelligent transportation systems
- Intermodal facilities
- Seaports (land-side only)
- Airports (land-side only)

Eligible Borrowers

- State, county, municipal, and tribal governments
- Public transportation agencies
- State Infrastructure Banks (SIB)
- Private entities/developers
- Transportation improvement districts
- Special authorities

Please Note:
TIFIA does <u>not</u> finance
OPERATIONS!

TIFIA Eligibility – Public Infrastructure

23 U.S.C. Ch. 6: INFRASTRUCTURE FINANCE

- §601. Generally applicable provisions ...
 - (a) Definitions.— ...
 - (12) Project.—The term "project" means—
 - (E) a project to improve or construct public infrastructure that is located within walking distance of, and accessible to, a fixed guideway transit facility, passenger rail station, intercity bus station, or intermodal facility, including a transportation, public utility, or capital project described in section 5302(3)(G)(v) of title 49, and related infrastructure;

Chapter 53 – Capital Project

49 U.S.C. 53 – PUBLIC TRANSPORTATION

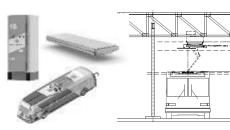
- §5302. Definitions ...
 - (3) Capital project.—The term "capital project" means a project for—
 - (A) acquiring, constructing, supervising, or inspecting equipment or a facility for use in public transportation, expenses incidental to the acquisition or construction (including designing, engineering, location surveying, mapping, and acquiring rights-of-way), payments for the capital portions of rail trackage rights agreements, transit-related intelligent transportation systems, relocation assistance, acquiring replacement housing sites, and acquiring, constructing, relocating, and rehabilitating replacement housing;
 - (B) rehabilitating a bus;
 - (C) remanufacturing a bus;
 - (D) overhauling rail rolling stock;
 - (E) preventive maintenance;
 - (F) leasing equipment or a facility for use in public transportation;
 - (G) a joint development improvement that— ...

Eligible Projects

TIFIA's eligibility enables Bureau to finance anything that FTA can fund including all capital infrastructure associated with fleet conversion, including leasing of capital (batteries, vehicles, etc.)



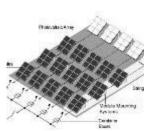
Batteries & Vehicles
Fuel Cells



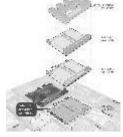
Capital Leases



Bus Facilities (stations, O&M, storage, etc.)



Power Generation



TOD



Bureau Example

CTA Rail Rolling Stock Replacement



Charging

Infrastructure

Bureau Example

Monterey-Salinas Transit O&M Facility



Bureau Opportunity

Potrero Bus Yard Joint Development

Image Sources: Proterra, CTA, SFMTA, Monterey-Salinas Transit

RRIF Eligibility

Eligible Projects

- Design/planning
- Freight rail facilities
- Freight transfer facilities
- FRA-regulated commuter rail facilities
- Passenger rail vehicles & equipment
- Transit-oriented development
- Intermodal rail equipment or facilities
- Refinance of above

Eligible Borrowers

- Railroads
- State and local governments
- Government-sponsored authorities & corporations
- Interstate compacts (410(a))
 Amtrak Reform & Acc. Act of 1997
- Limited option freight shippers
- Joint ventures

Please Note:
RRIF does not finance
OPERATIONS!



RRIF Eligibility – TOD

FAST Act expanded the RRIF program by making economic development (TOD) projects eligible for RRIF

- Economic Development commercial and residential development, and related infrastructure and activities that:
 - incorporate private investment
 - are physically or functionally related to a passenger rail station or multimodal station that includes rail service
 - have a high probability of the Applicant commencing the construction contracting process not later than ninety (90) days after the date on which the loan or loan guarantee is obligated, and
 - have a high probability of reducing the need for financial assistance under any other Federal program by increasing ridership, tenant lease payments, or other activities that generate revenue exceeding costs

Requirements:

- Non-Federal match of not less than 25% required
- Current authorization expires September 30, 2021

Working with us is easy!

Robert Hanifin, Project Development Lead, Transit & TOD

Email: Robert.Hanifin@dot.gov

Phone: 202-573-5429

Build America Bureau:

Email: <u>BuildAmerica@dot.gov</u>

Phone: 202-366-2300

Website:

https://www.Transportation.gov/BuildAmerica



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Robert HanifinProject Development Lead
U.S. Department of Transportation

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Panelists



Seema Thomas

Deputy Director U.S. Department of Housing and Urban Development



Joseph Baietti

Community Development Specialist U.S. Department of Housing and Urban Development

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HUD SECTION 108

Restoring Local Economies



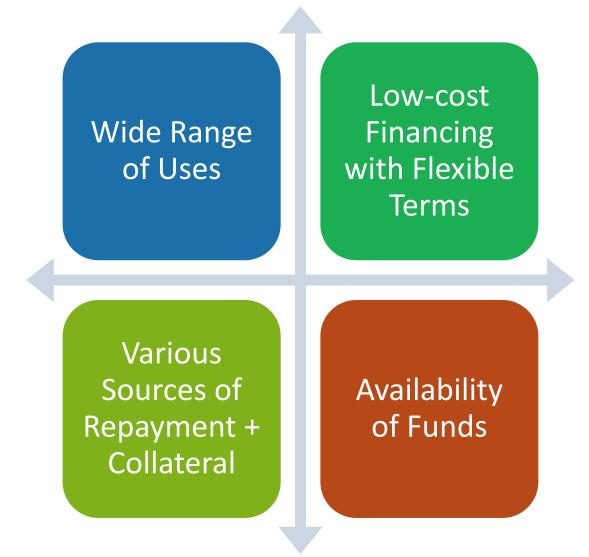




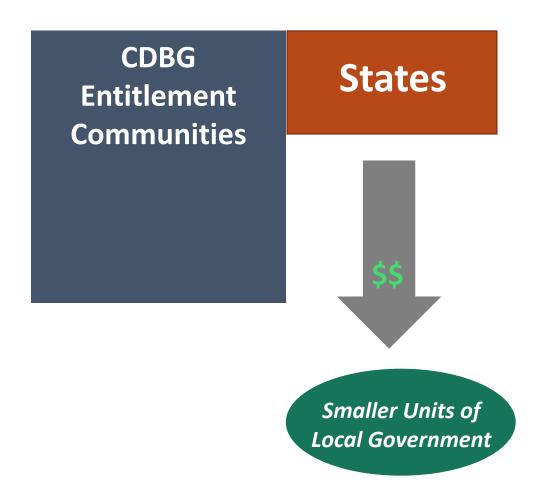


- Provides <u>loan guarantees</u>, not grants
- Offers recipients a <u>non-competitive</u> means of accessing lower interest rates
- Employs the framework of the CDBG Program
- Dedicated staff member providing 1 on 1 TA

What makes Section 108 an attractive financing tool?



Who has access to CDBG & Section 108 funds?



Subrecipient entities and other partners may receive Section 108 funds directly from lender if they are public agencies (e.g., economic development or public housing authorities, community development corporations, non-profits)

^{*} Non-entitlement communities in Hawaii and Insular Areas receive CDBG funds as well

Section 108 Borrowing Capacity

Annual CDBG Allocation
Max available borrowing capacity
Outstanding 108 commitments
Outstanding 108 loan balance
Available borrowing capacity

```
$3,000,000
x 5 = $15,000,000
- $800,000
- $2,000,000
= $12,200,000
```

Or you can just look on our website here:

https://www.hudexchange.info/resource/5197/current-availability-of-section-108-financing-cdbg-entitlement-and-state-grantees/

Approach to using Section 108

Project Specific:

- Application is for a specific project or projects
- Requires a high level of project detail & specificity for financial underwriting by HUD Headquarters

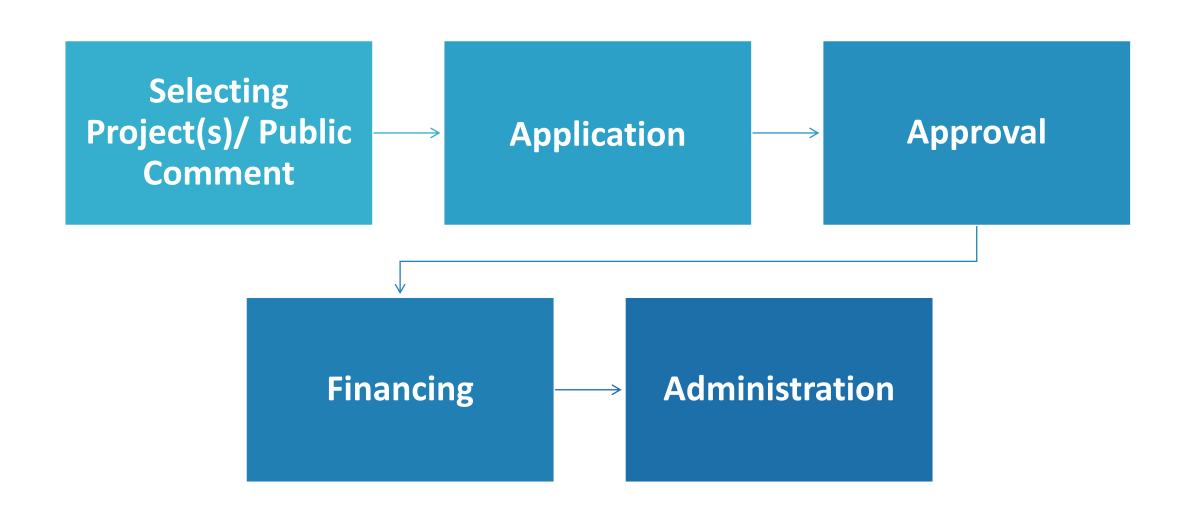
Loan Fund:

- Application describes type of loan fund projects to be funded along with the community's underwriting process
- Ideal for COVID-19 response if attempting to assist many businesses
- Individual projects must have a Field Office determination letter to funds to be drawn

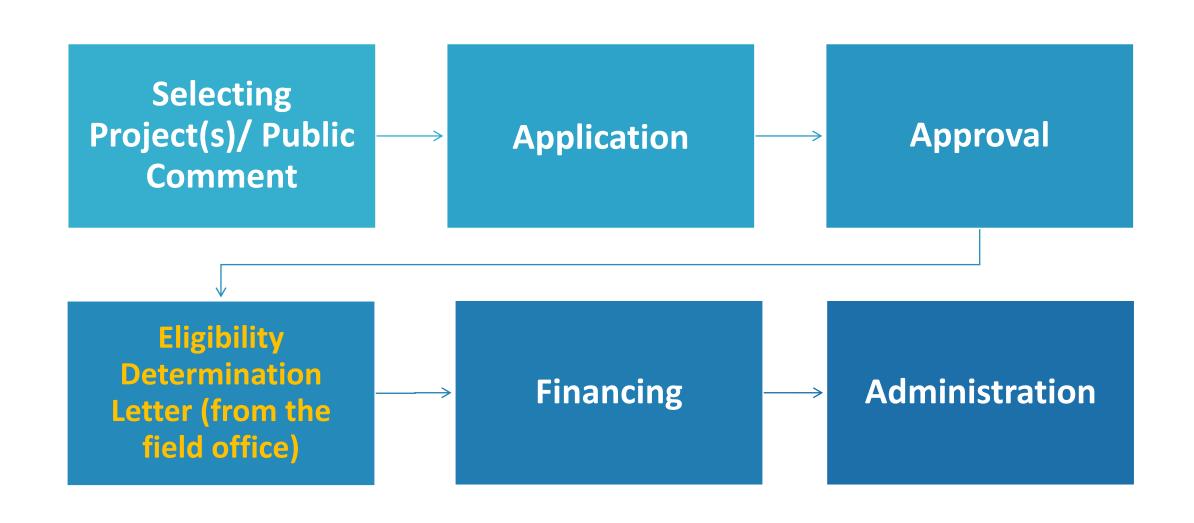




Section 108 Process



Section 108 Process – Loan Funds



Stages for Section 108 & CDBG Deployment

Preparation/ Predevelopment

Implementation

Ensuring
Outcomes
(CDBG only)

Acquisition

Demolition

Site prep & remediation

Relocation costs

Rehab Structure for Housing

Machinery & equipment (PPE)

Working capital

Infrastructure + improvements

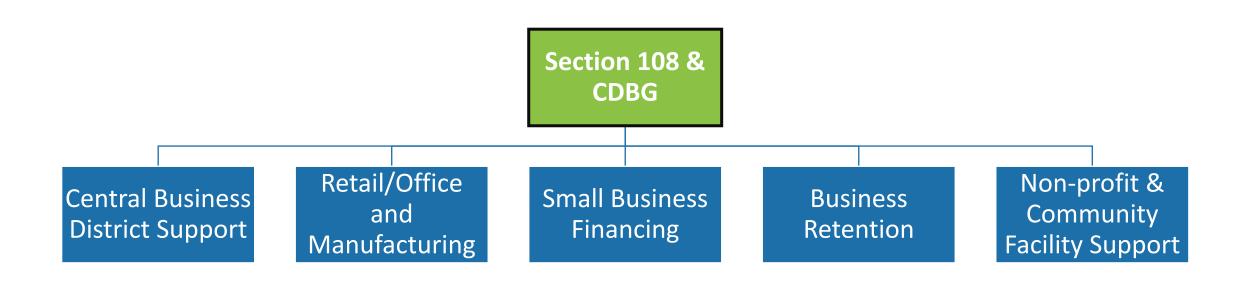
Job training

Homebuyer assistance

Provision of public services

Technical assistance to non-profits

Section 108 & CDBG for Economic Development



Economic Development Activities with CDBG & Section 108

Special Economic Development Activities

- Technical assistance, business capacity building and job training
- Acquire, construct, rehabilitate commercial/industrial buildings and equipment
- Assistance to for-profit businesses, including working capital loans

Microenterprise Assistance

- Business service, training, general support such as child care, transportation and support programming for microenterprise owners
- Funding to organizations that provide capacity building to microenterprises
- Commercial enterprise ≤ 5 employees including the owner (different than SBA)

Commercial Rehabilitation

- Rehab of houses used by the owner for their place of business
- Façade improvements, correcting code violations, and lead abatement of business properties

Job Training

Subject to the 15% public services cap



Financial Requirements

Program

Financial Requirements

Standard CDBG Requirements

Program

Financial Requirements

Standard CDBG Requirements

- 1 Eligible Activity 24 CFR 570.703
- 2 National Objectives 24 CFR 570.208
- **Public Benefit Standards –** 24 CFR 570.209

Program

Standard CDBG Requirements
Eligible Activities / National Objective /
Public Benefit Standards

Financial Requirements

Crosscutting Requirements
Environmental Review
Uniform Administrative
Requirements (2 CFR 200), e.g.,
procurement
Davis Bacon wage requirements
Relocation (URA)
Fair Housing & Lead-Based Paint

Program Requirements

Financial Requirements

Program
Requirements

Financial

- **Repayment**
- 2 Collateral

Program Requirements

Financial

Repayment

CDBG

Third party loan

proceeds

Parking revenue

Tax increment financing

revenue

Collateral

Program Requirements

Financial

Repayment

Collateral

Primary Source:

Pledge of current and

future CDBG

Additional collateral:

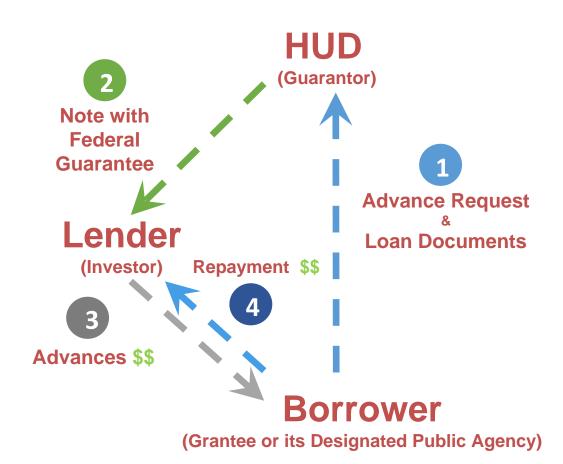
Property lien

Full faith and credit

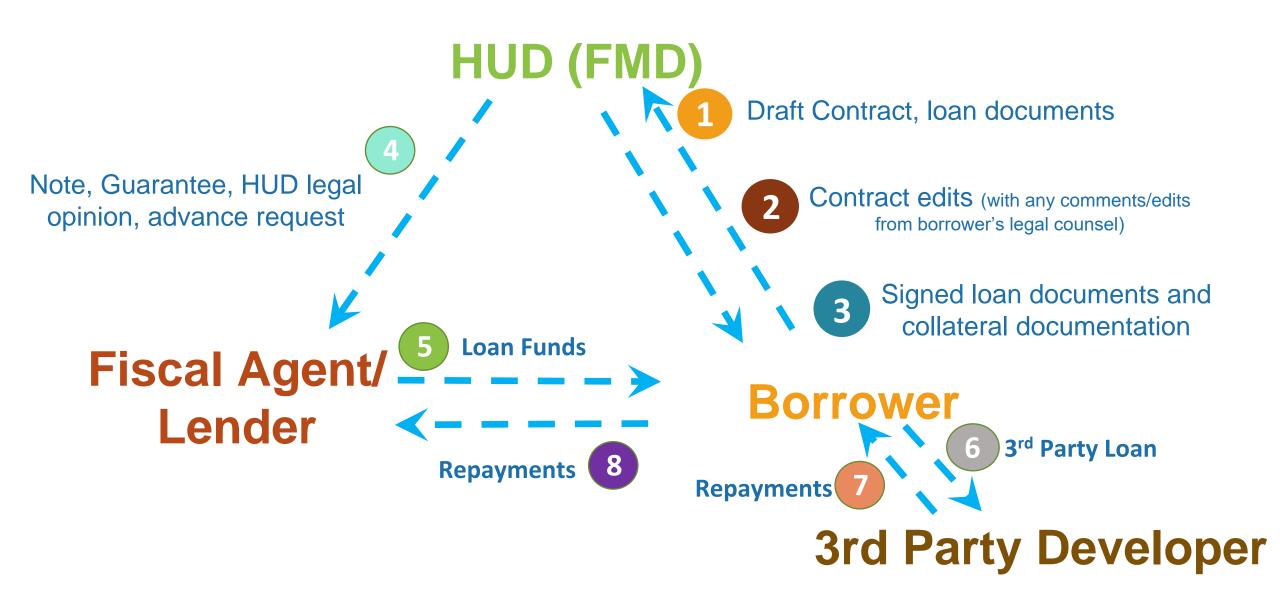
Debt service reserve

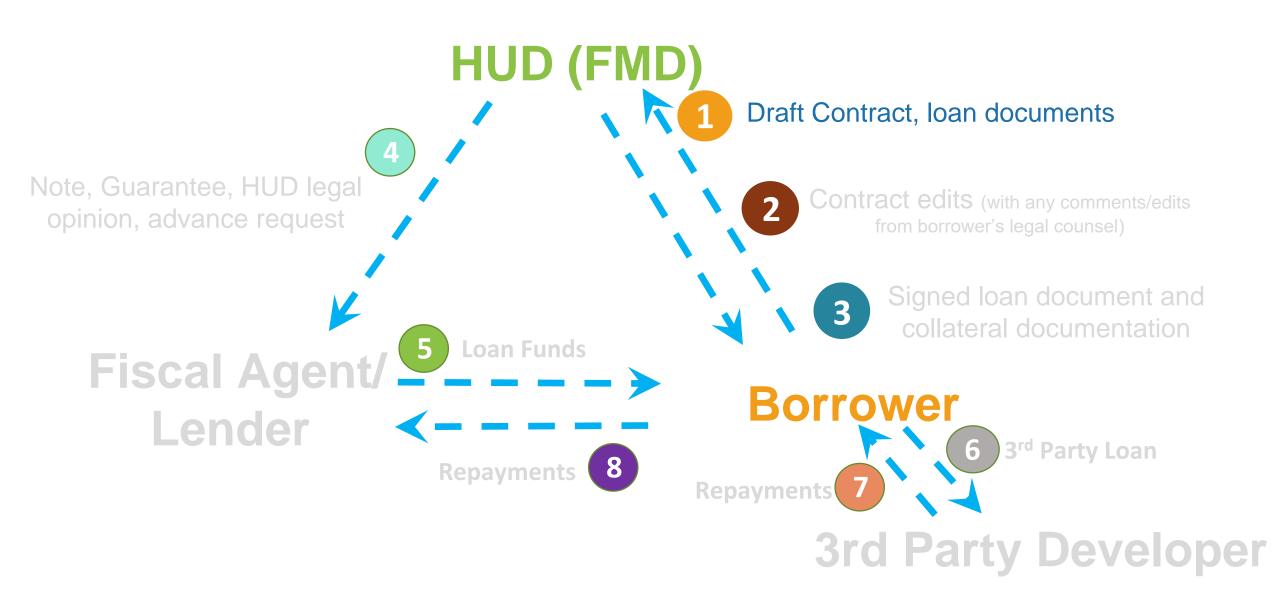


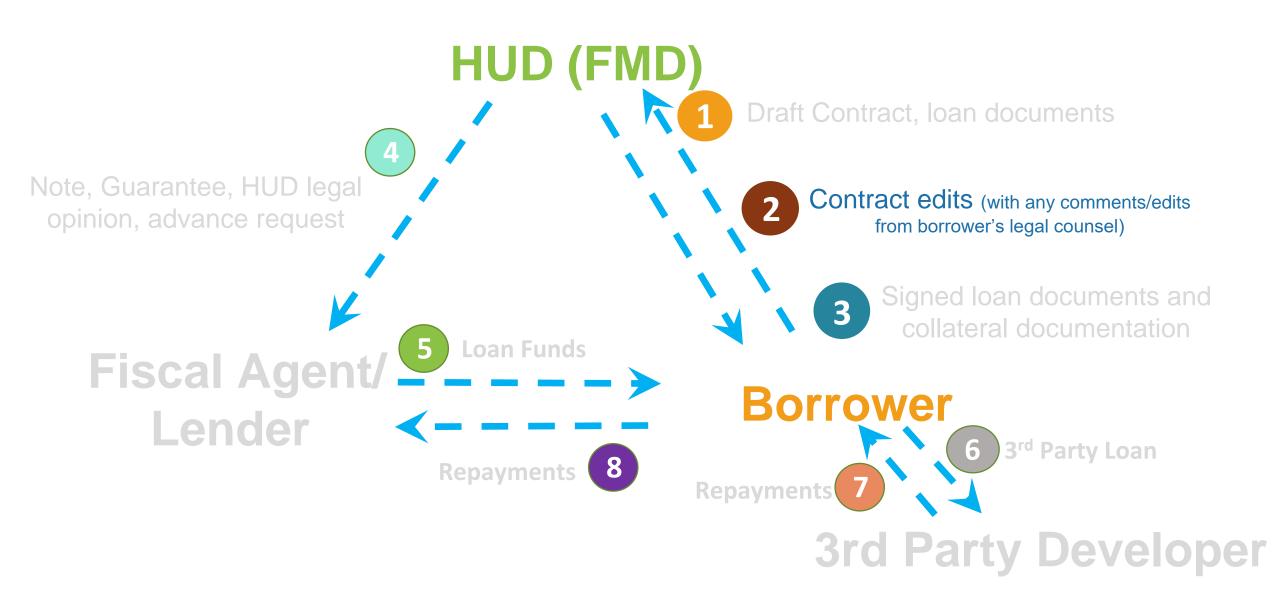
Flow of Funds: Project by the Applicant

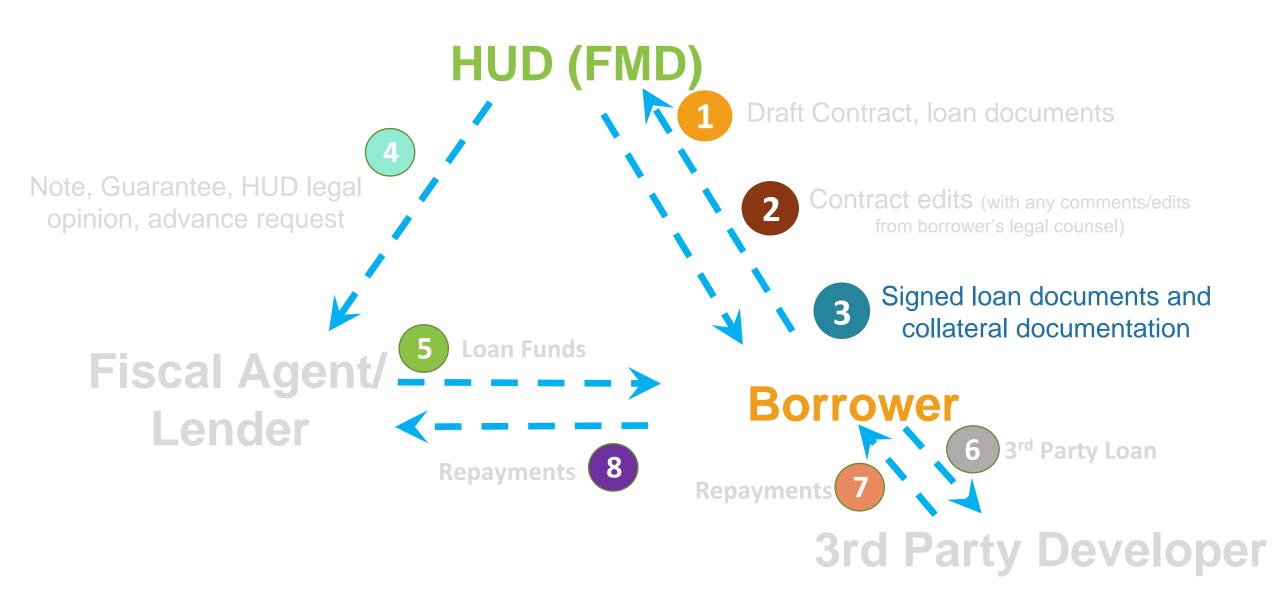


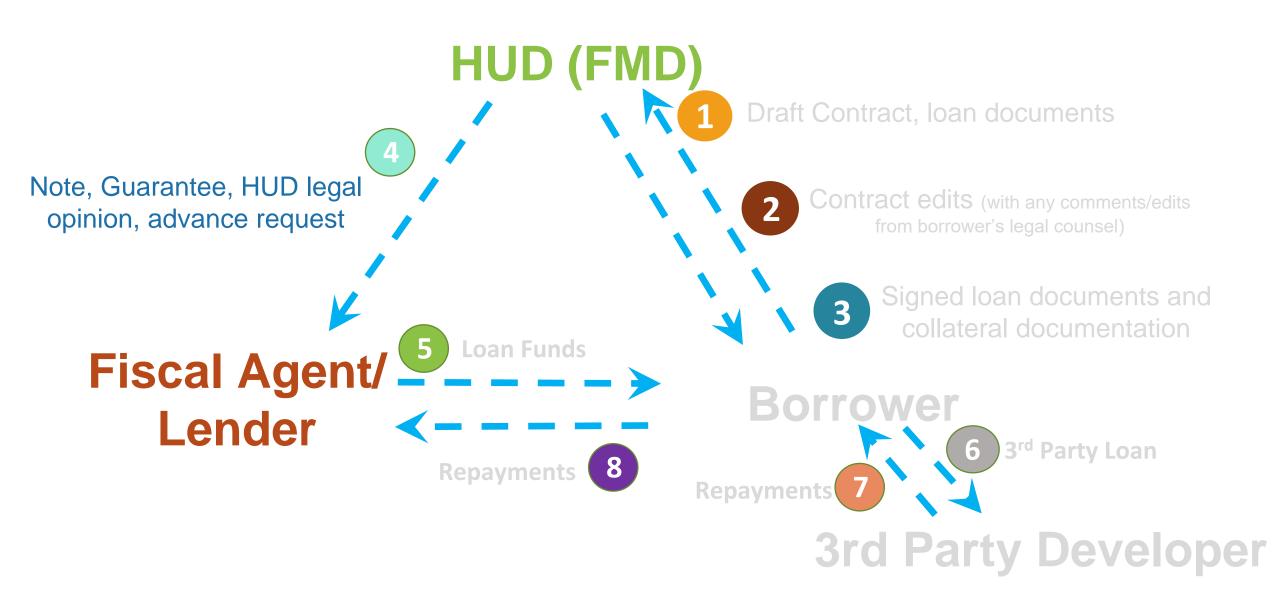


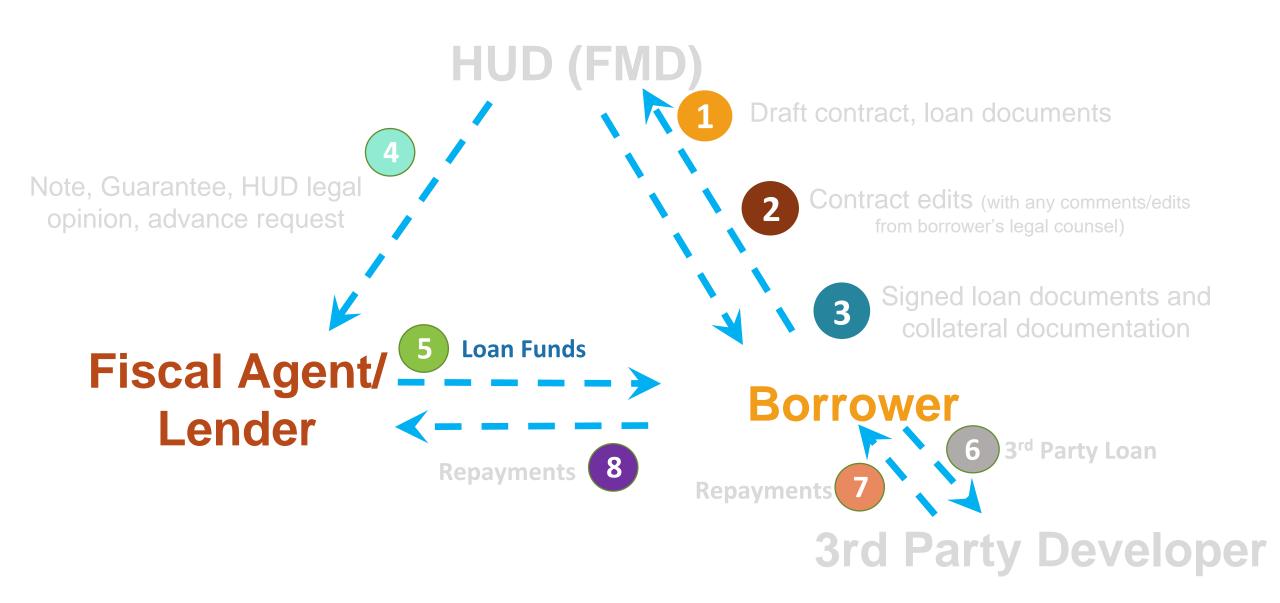


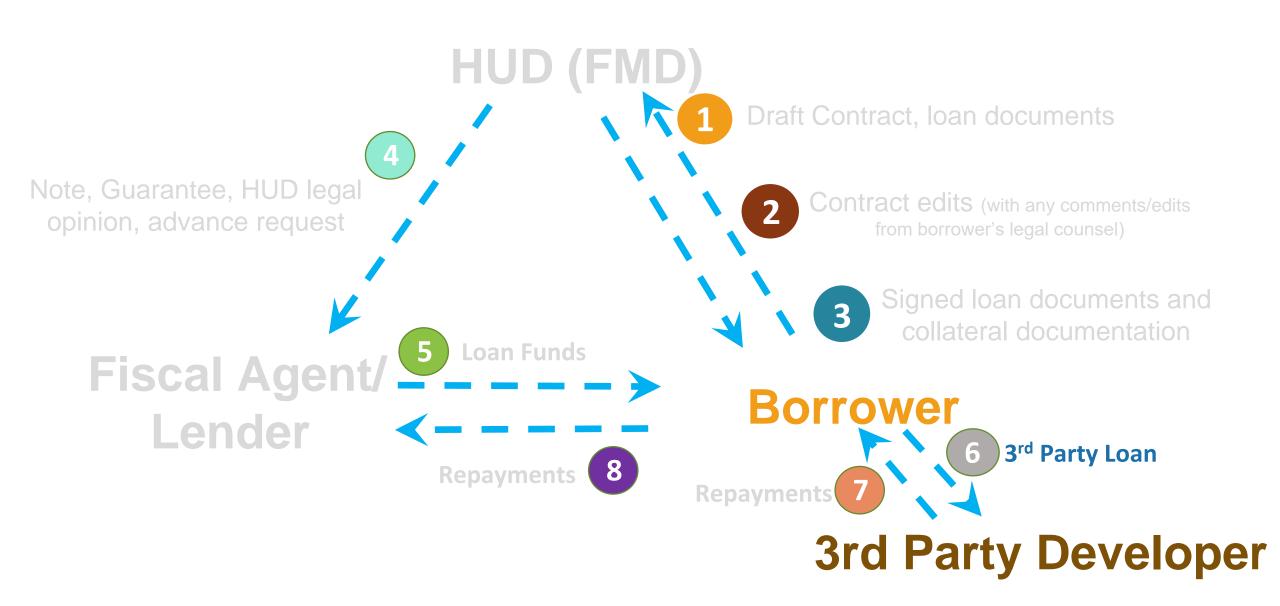


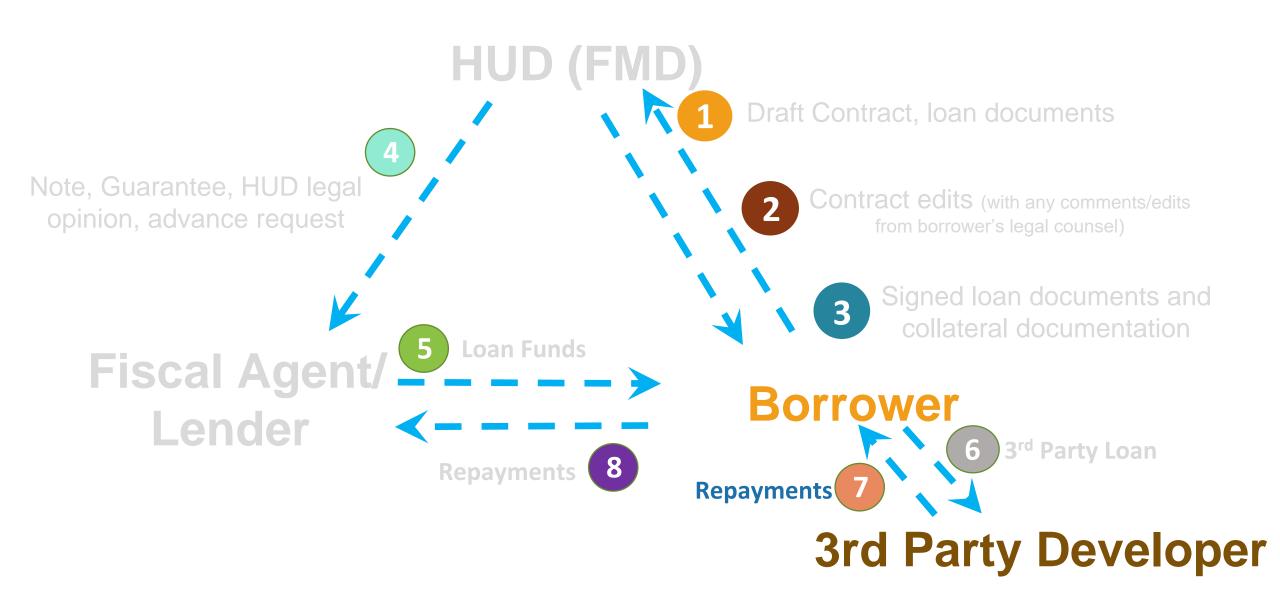


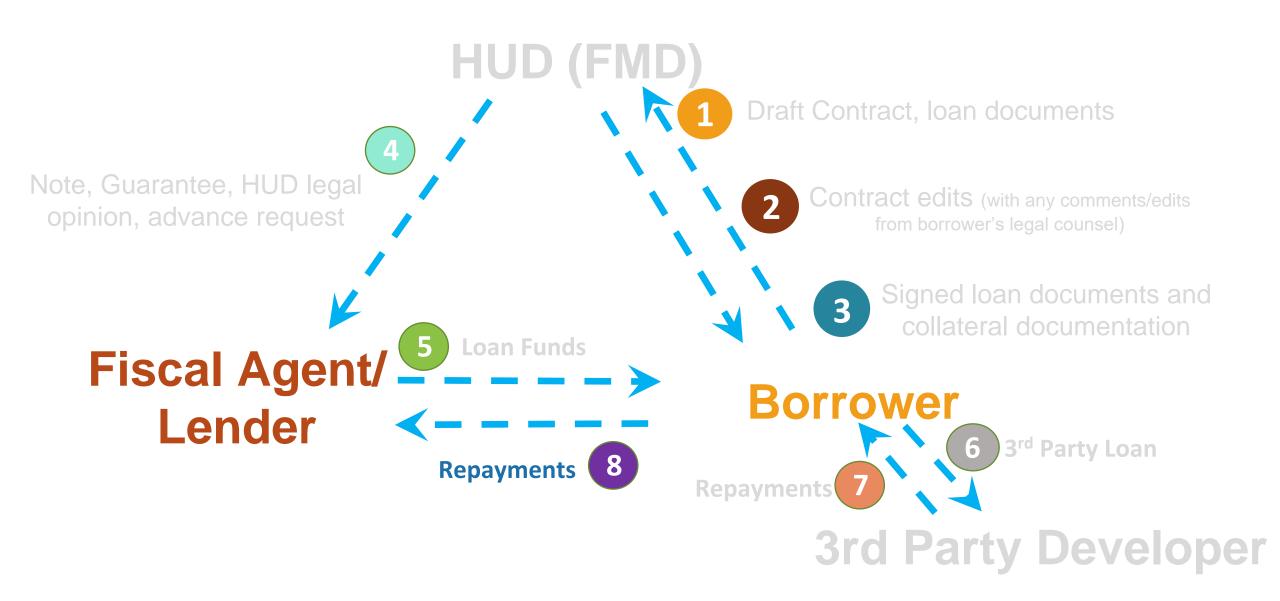




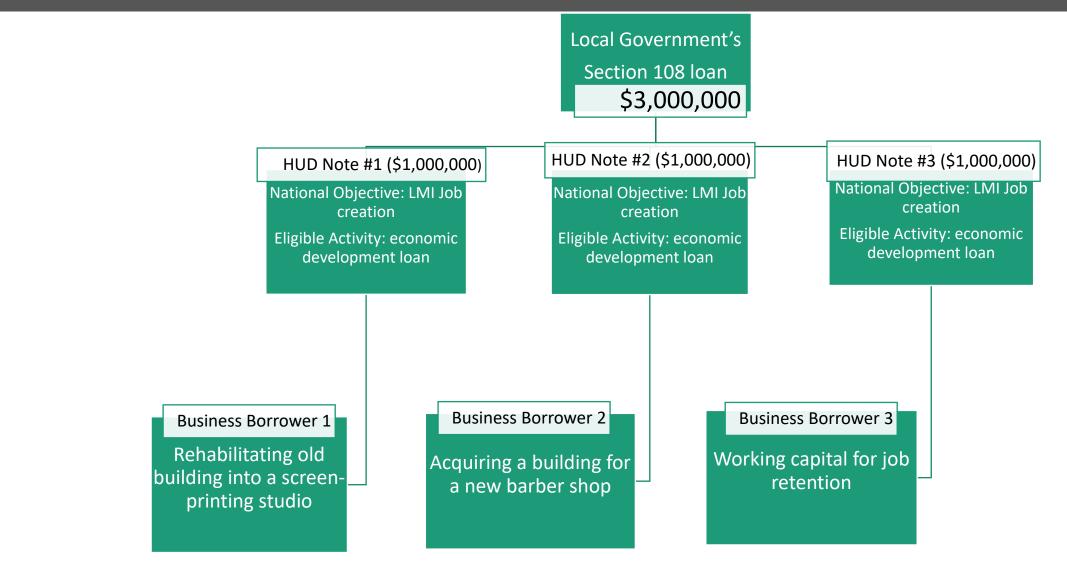








Loan Funding Example



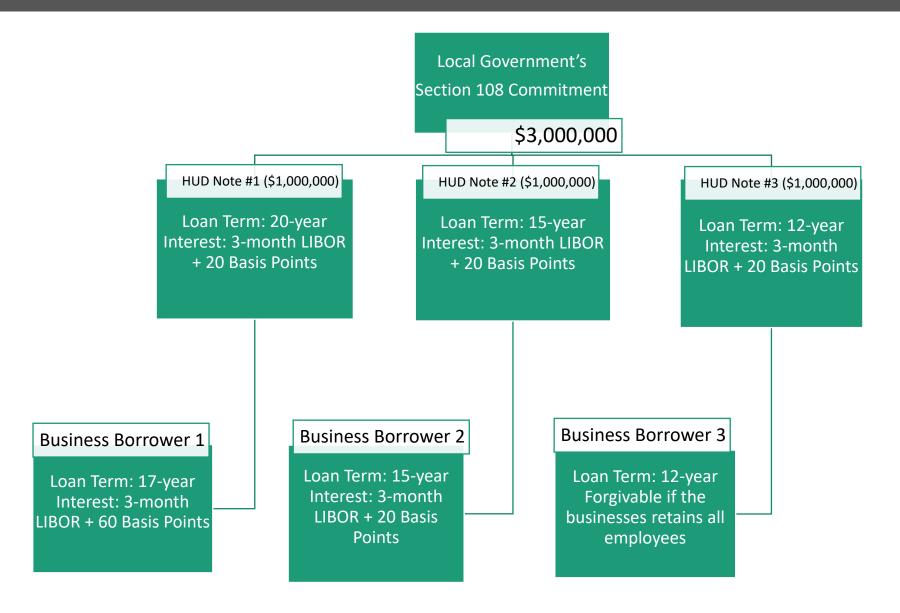
Loan Fund Loan Term

- Loan terms for **loans** made to business borrowers must at least match the terms of the loan between HUD and the local government borrower.
 - Interest rates cannot be lower than 108 rate on the business loan, but local government borrowers can charge a spread over the HUD loan to their business borrowers.
 - Section 108 loan term can be up to 20 years therefore, business loans made using Section 108 loan funds cannot exceed 20 years.
- Section 108 Loans can be provided as grants

Loan Fund Loan Term

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Loan Fund Financing Example



Loan Fund Loan Underwriting Criteria

- Local governments (or the entity in charge of managing the Section 108 loan fund on behalf a local government) must develop a set of underwriting criteria that will be used to evaluate projects under the loan fund.
 - This underwriting criteria will be reviewed and approved by HUD during the Section 108 application process.
- Underwriting will encompass a review of:
 - Project feasibility and readiness
 - Borrower experience and management capacity
 - Borrower's financial capacity and creditworthiness
 - Project financials i.e., profit & loss projections

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Source of Capital & Interest Rates

Interim Financing: Variable interest rate financing based on the 3-month LIBOR (London Inter-Bank Offered Rate + .2%)

- May be prepaid at any time without penalty, in whole or in part
- Can be converted to fixed rate permanent financing in the next public offering

Permanent Financing: Competitive fixed interest rate financing available through HUD's public offering

- Occurs every few years (last public offering March 2019)
- Option exists to pre-pay/defease and refinance loan, with certain restrictions



Source of Capital & Interest Rates

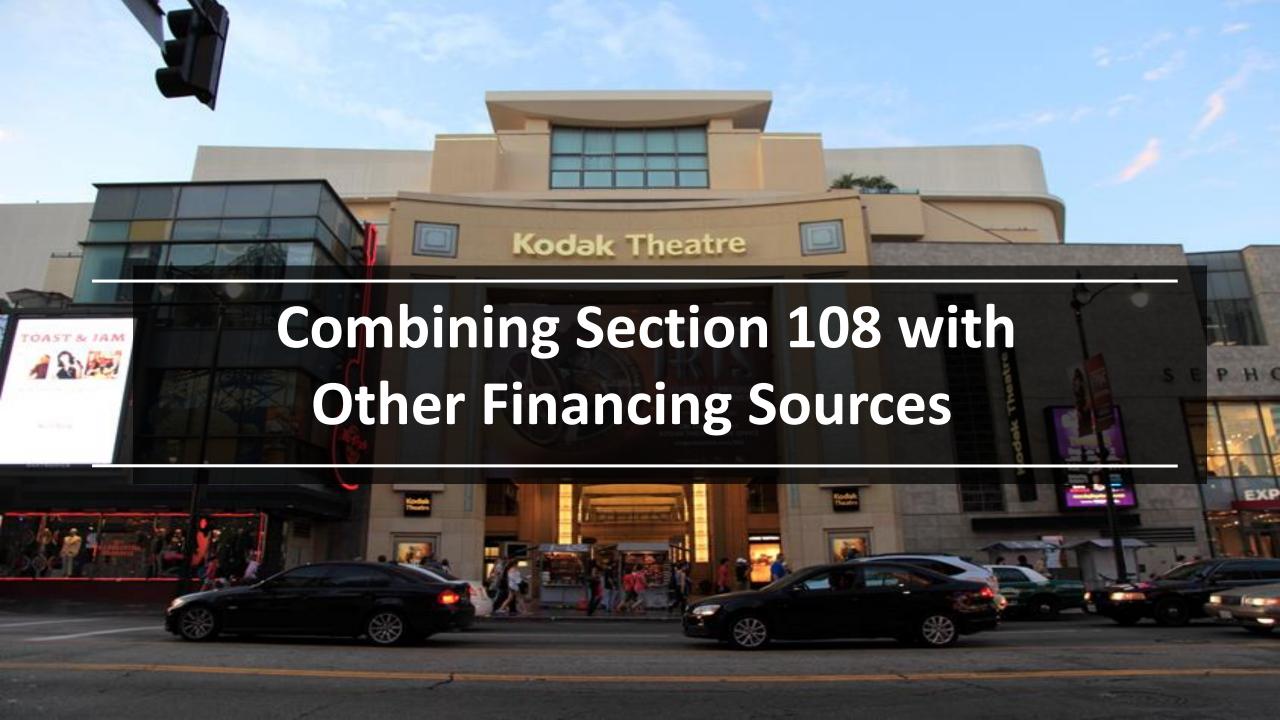
Interim Financing: Variable interest rate financing based on the 3-month LIBOR (London Inter-Bank Offered Rate + .2%)

- May be prepaid at any time without penalty, in whole or in part
- Can be converted to fixed rate permanent financing in the next public offering

Permanent Financing: Competitive fixed interest rate financing available through underwritten public offerings

- Occur periodically (last public offering March 2019)
- Option exists to pre-pay/defease and refinance loan, with certain restrictions





Combining Section 108 Other Financing

- Section 108 (and CDBG) can be used to fund mixed-use development
 - Must allocate funds to uses that are eligible & meet a national objective (e.g. to the ground floor commercial component of the project)
- Low-Income Housing Tax Credit (LIHTC) and New Market Tax Credit (NMTC) financing sources can work well with Section 108
- Section 108 (and CDBG) can be used with SBA funding and other federal financing for COVID-19 response and recovery
 - CDBG can be used as local match funding in most programs
 - Depending on the specific programs, certain limitations may apply related to duplication of federal benefits



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Tips/Tools for Streamlining Federal Requirements

HUD **Neighborhood Revitalization Strategy Area (NRSA)** permits flexibility with HUD requirements:

- Can streamline requirements for documenting jobs (same as with presumptive benefit)
- Single family housing unit development can be aggregated for an overall 51% low to moderate income benefit, not 100%
- Can provide additional connected services (such as job training) by enabling communities to exceed CDBG public service cap in that area
- Designation lasts for 5 years and can be renewed



COVID-19 Response Loan Program Example

Background

- \$6,750,000 COVID-19 Response Loan Fund to support small business lending in the city. Financing will be targeted to small retail, restaurants, and barbershops to help with PPE, cleaning supplies and other working capital costs.
- Leveraging funds from EDA's Title IX program and CDBG.
- Managed inhouse using its HUD-approved underwriting criteria.

Eligible activity: Special economic development activity in accordance with 24 CFR 570.703(i)(1), pursuant to 24 CFR 570.203(b), assistance to a private, for-profit entity.

National objective: Benefit to LMI individuals through job retention at 24 CFR 570.208(a)(4)(ii).

COVID-19 Response Loan Program Example

The loan fund consists of two types of assistance programs –

Emergency Working Capital Program: Provides for loans of up to \$10,000 to small businesses to support working capital cost related or due to COVID-19 pandemic.

Terms: Six years, no payments until 1/1/21;

Collateral Requirement: Personal guaranty only

Eligible Costs: Rent/mortgage, utilities, and payroll

Eligibility Requirements: Demonstrate Impact from

COVID-19 on cash flow or revenues

Funding Preference:

- entities that are able to retain & restore pre-COVID employment
- entities that show substantial negative impact in revenues

Restoration Working Capital Program: Provides for loans of up to \$100,000 for businesses that need patient working capital to pay bills and to overcome disruptions in their supply chains or delayed payment from vendors.

Program Structure: Large Businesses (>30 Employees): Up to \$100,000 under this program +Additional EDA Lending Small Businesses (<30 Employees): Up to \$25,000 under this program

Terms: Six years, 1-Year Interest-Only, 5-Years P&I
Collateral Requirement: Security against accounts
receivable, or physical collateral + guaranties
Eligible Costs: Up to 60% of total project costs to fund
accounts receivable, rent/mortgage, utilities, and payroll

Eligibility Requirements: Demonstrate Impact from

COVID-19 on cash flow or revenues

Funding Preference: entities not able to access other

COVID-related capital





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