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OCTOBER 14–17, 2014 • THE SHERATON DOWNTOWN DENVER, COLORADO

Exploring Innovative Structured Loan Funds

Moderator: Brenda Loya, Nonprofit Finance Fund

Panelists: Scott Sporte, Capital Impact Partners; Noni Ramos, Enterprise Community Loan Fund; Norah McVeigh, Nonprofit Finance Fund

Enterprise Community Loan Fund: Golden State Acquisition Fund Overview

- \$93 million housing fund
 - 75% CDFI capital
 - 25% California Department of Housing and Community Development
- Statewide
- 5-year Fund; up to 5-year origination period
- Loan product for affordable housing
- Closed on December 14, 2012



*Banning Villa Apartments
Los Angeles, CA
Preservation Partners Development
and Clifford Beers Housing*

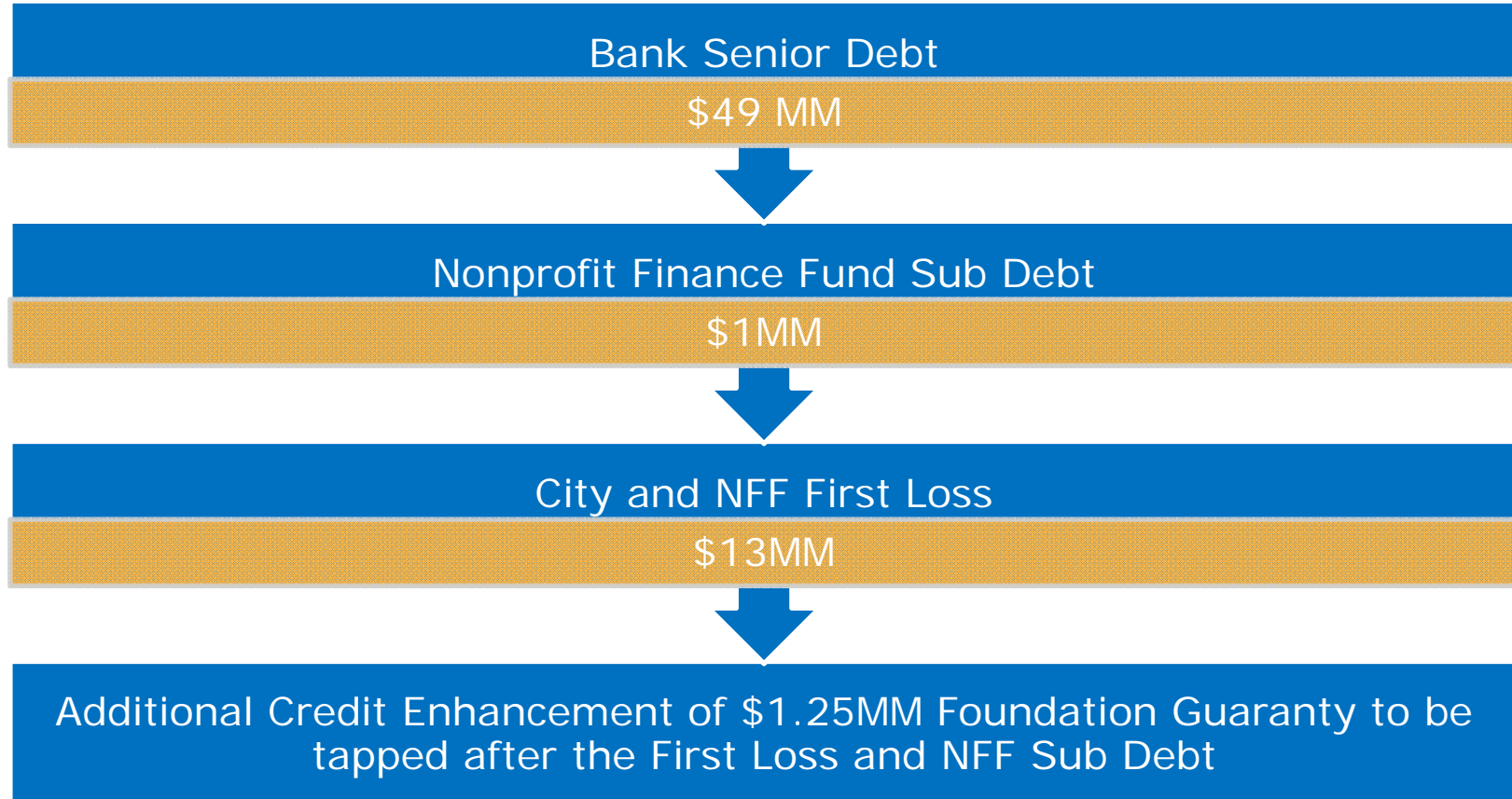
Golden State Structured Participation/ Syndication Features

- Public sector capital is available to participate in deals in a first loss position
- CDFIs originate loans and participate an agreed upon percentage of the deal with the public sector
- Develop and establish underwriting criteria
- Roles
 - Fund administrator
 - Originating lenders/loan servicers
- All lenders own their share of the loan
- Loan approval/closing is managed by the originating CDFI with streamlined process with the public sector

Nonprofit Finance Fund: Community Resilience Fund Overview

- Program to provide technical assistance, debt and change capital grants to NYC human service providers to support business model adaptation.
- Debt was an off balance vehicle of \$50 million with bank, city and CDFI capital and foundation guaranty
- Finance working capital loans (lines of credit and term debt) to provide cash flow support and medium term capital for investments in organization
- Program launched in August 2013 with TA; change capital applications to be announced November 2014. Loan fund did not materialize as envisioned.

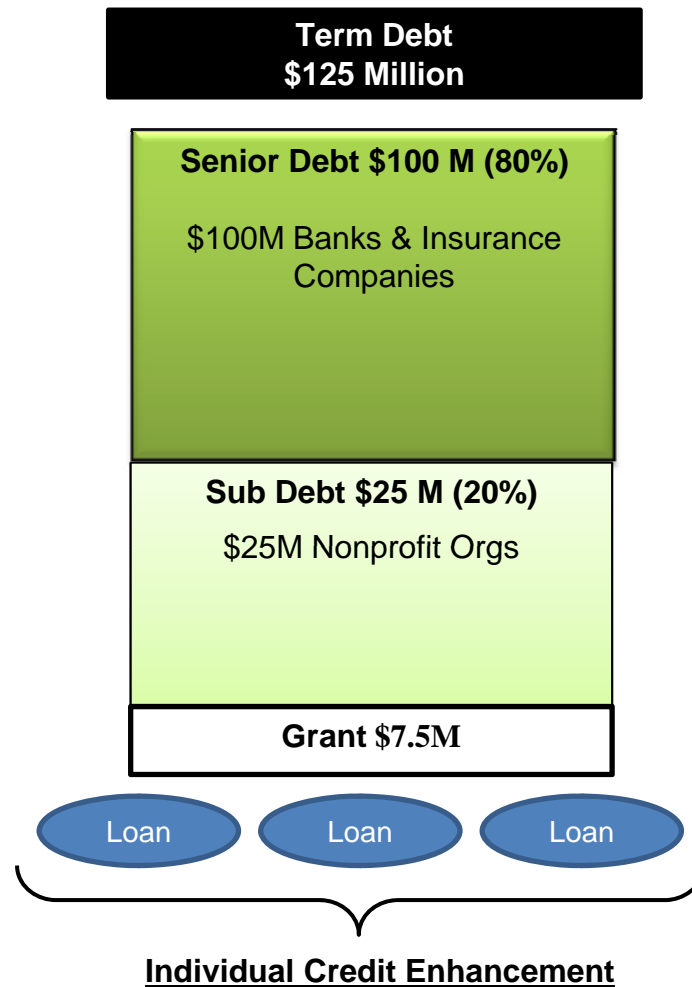
Community Resilience Fund Capital Stack Waterfall



Capital Impact Partners: California Fresh Works Fund Overview

- \$125 million structured fund
 - \$100 million senior debt
 - \$25 million subordinate debt
 - \$7.5 million debt service reserve
- Statewide retail grocery
 - Designed 2010
 - 10 year transactions
 - Fixed interest rate
 - Equipment, facility, inventory

Fresh Works Fund



Lessons Learned

- Market timing
- Structuring
- Financial constraints
- Outreach
- Alignment of capital with product and market demand
- Transaction costs