



cinnaire

ADVANCING COMMUNITIES

Governor's Conference on Housing

Financing Rental Re-Developments

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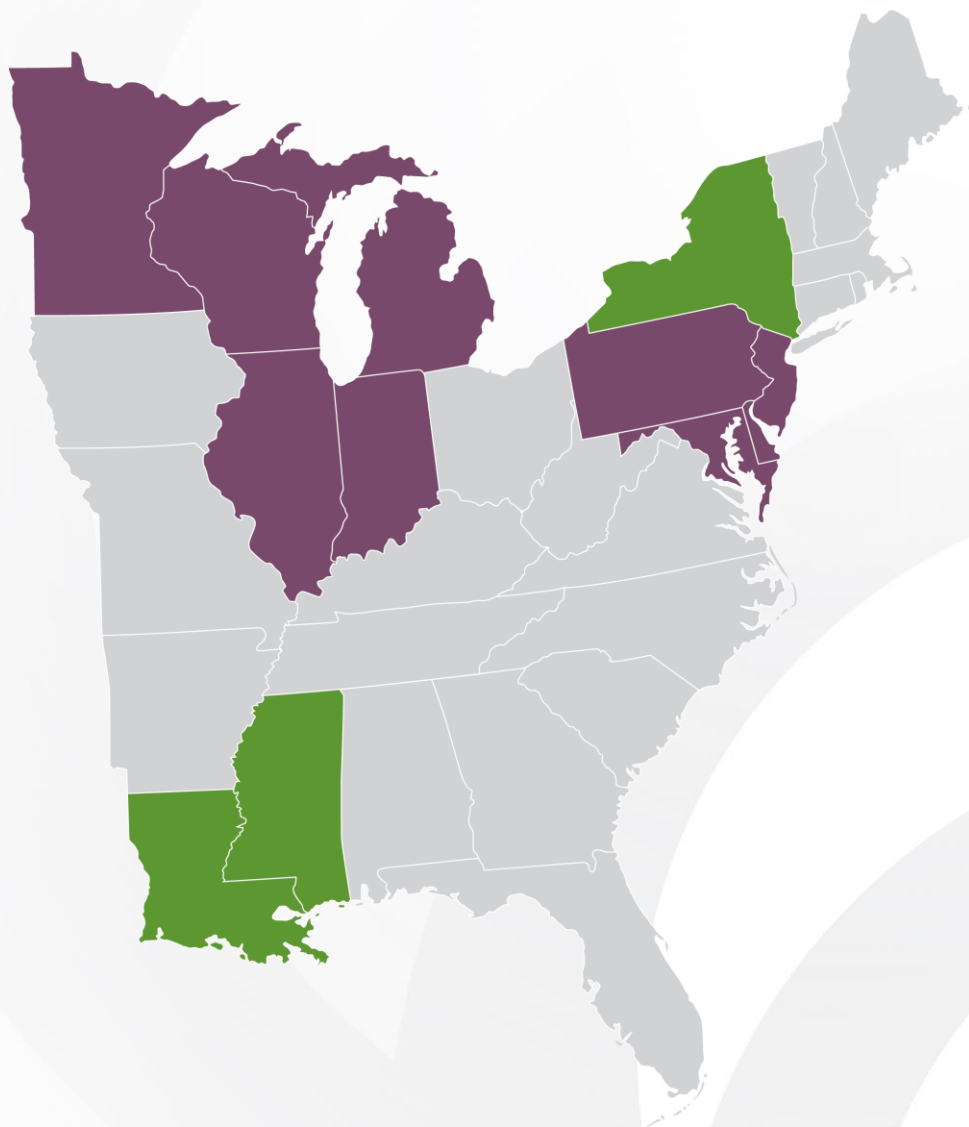
A COMMUNITY DEVELOPMENT FINANCIAL INSTITUTION

Cinnaire is a full-service community development financial partner that supports community stabilization and economic development by developing and nurturing partnerships with investors and mission-focused organizations. We provide creative loans, investments, and best-in-class services to partners.

cinnaire.com | 844-4CINNAIRE



States Served



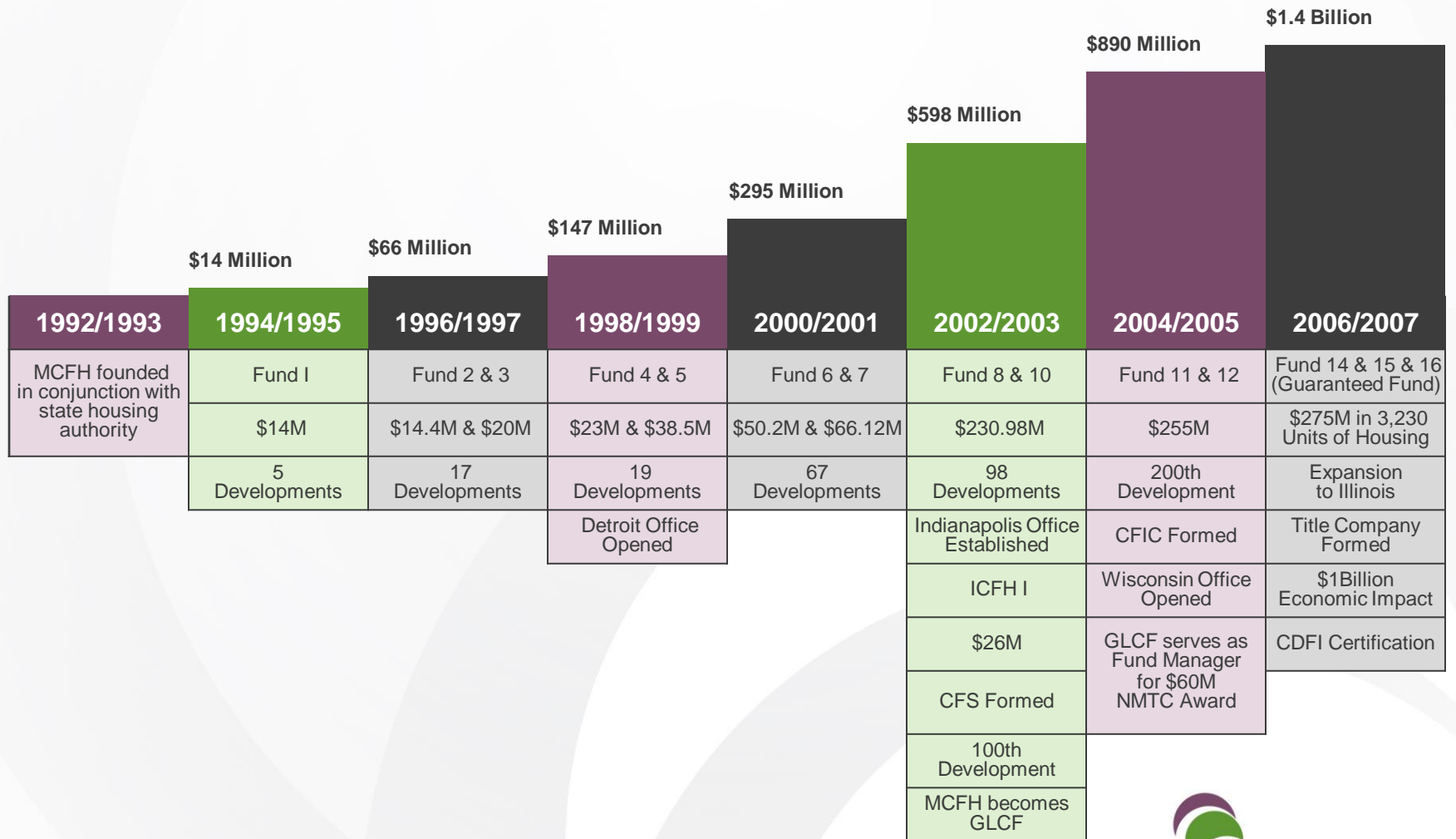
CORE FOOTPRINT

- Delaware
- Minnesota
- Wisconsin
- Illinois
- Indiana
- Michigan
- Eastern Pennsylvania
- New Jersey
- Maryland

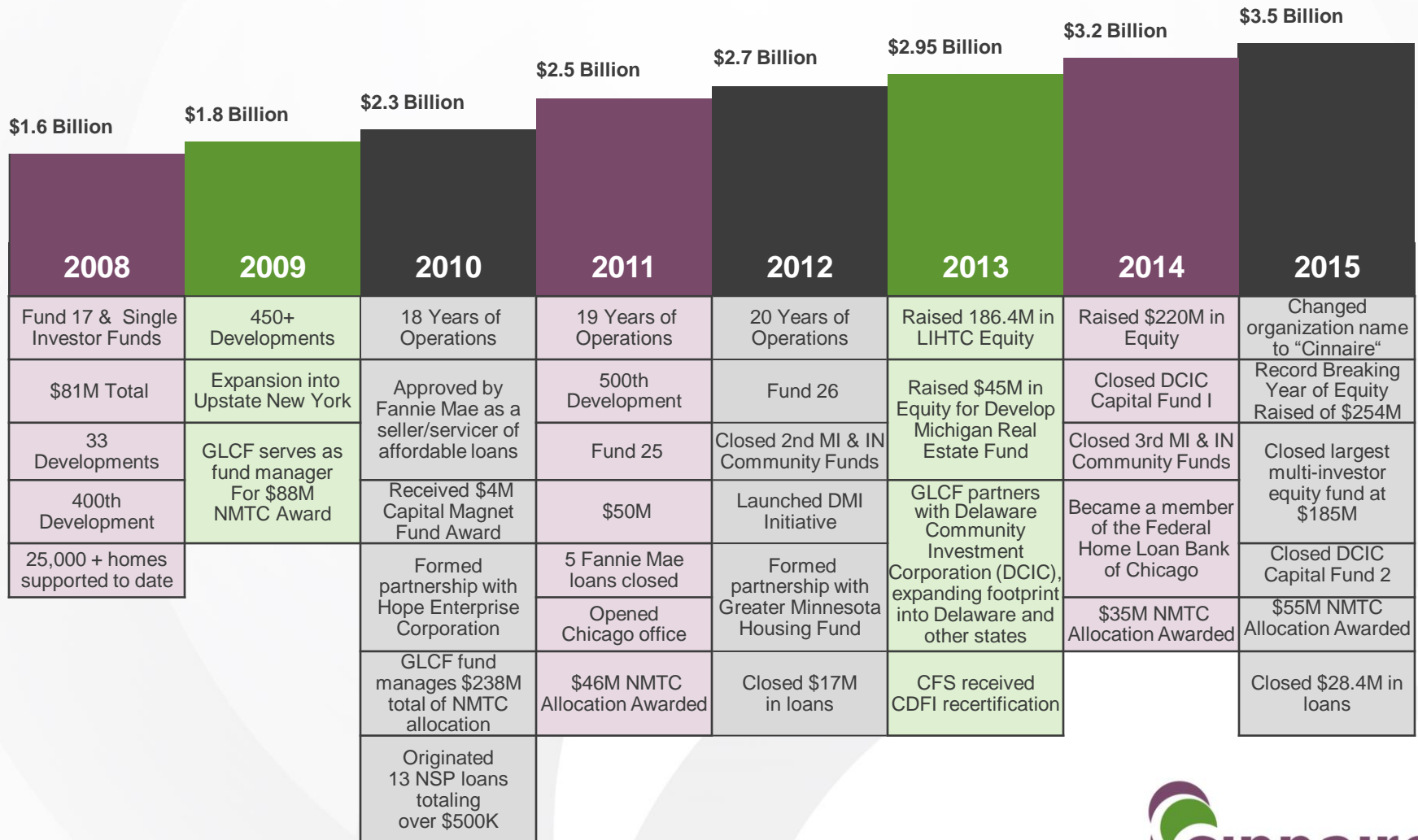
EXTENDED FOOTPRINT

- Louisiana
- Mississippi
- Upstate New York

Our History | 1992 – 2007



Our History | 2007 – 2015



Cinnaire Management Experience

- Over twenty three years of operations
- Long track record of raising & deploying capital provided by over 140 bank & corporate investors, ranging from the large national banks to small community banks.
- Over \$3.5 billion in community impact
- Over 650 housing developments under asset management (over 39,000 units)
- 25 NMTC developments under asset management
- Our success is based on local partnerships forged by local staff. We help our partners successfully complete difficult but worthwhile initiatives
- We also have a long track record of partnering with similar organizations, by filling gaps in capabilities and leveraging relationships. This collaborative approach has driven our growth.

Our Business Lines

TAX CREDIT INVESTING

- Low Income Housing Tax Credits (LIHTC)
- New Markets Tax Credits (NMTC)
- Federal Historic Credits (HTC)
- State Tax Credits
- Energy Tax Credits

LENDING

- Predevelopment loans and grants
- Acquisition loans
- Bridge loans
- Permanent mortgage loans
- Other Community Development Loans

TITLE SERVICES

- Residential
- Commercial Real Estate

REAL ESTATE DEVELOPMENT SERVICES

- General Partner/Owner
- Limited Partner
- Technical Assistance
- Developer

COMMERCIAL REAL ESTATE

- Mezzanine loans
- Private equity
- Senior Debt





Cinnaire Lending is a certified Community Development Financial Institution (approved in 2007) that provides innovative lending options to support housing and community development work. Cinnaire's approach is founded on developing and nurturing partnerships with investors and mission-focused organizations to achieve a collective impact.

Approved as a member of the Federal Home Loan Bank of Chicago in December 2014



Our comprehensive lending options support your community development project throughout the development's life cycle



Acquisition Financing

Typical Structure:

- Loans of up to eighteen months to acquire affordable properties
- Loans can be structured with first mortgage and mezzanine financing in order to finance up to 90% LTV of purchase price
- Loans can be structured to preserve holding period status and facilitate future LIHTC transactions.

Under development w/ national investor:

- Acquisition Fund to finance the acquisition of single properties or portfolios.
- Will allow a loan structure, as well as an equity structure where the Fund is an equity partner during the holding period and exits when repaid.
- Once in place, the Acquisition Fund will likely be opened to other investors in a multi-investor structure.

Predevelopment

Flexible financing to cover expenses before the project is ready for construction. Terms are negotiated.

Bridge

We can bridge certain capital sources to make transactions feasible. In Delaware, we are bridging Downtown Development District awards. We are open to other bridge financing opportunities. Terms are negotiated.

Downtown Development District Bridge

Loan Amount: Up to \$1 million, not to exceed grant amount

Interest Rate: Negotiated

Term/Amortization: Negotiated. Interest only payments.

Draw Schedule: Flexible, including ability to draw full amount at closing.

Loan may be prepaid at any time.

Security: First priority collateral assignment of the DDD Grant

Full guaranty by sponsor.

Fees: 1%. Modest legal and draw fees.

Permanent Financing

- Long-term, fixed interest rate financing on both an immediate and forward commitment basis for affordable rental
- Negotiated structures for community facilities and other non-rental transactions
- One-stop shopping for debt and equity

Capital Sources

- Seller/servicer of Fannie Mae affordable loans
- Proprietary relationship with mission-focused investor
- Housing Loan Fund structure (multi-investor)
 - Available now in DE
 - Being replicated in our expanded footprint
- Private placements
- Federal Home Loan Bank
- Cinnaire balance sheet

Customized Financing

- Cinnaire can use its technical expertise and capital raising capabilities to find a way to provide financing for your project if our existing products do not work.
- Examples:
 - One of our customers had a gap in their financing for a LIHTC transaction, with very little time to resolve the problem. Cinnaire stepped in and floated the lending opportunity to several investors who had an immediate CRA need. We were able to bring one of our investors to the table in a short time frame.
 - A developer needed immediate cash to support predevelopment expenses related to several properties they had acquired. Typical financing sources would not work, so Cinnaire used its balance sheet to fund the costs.