

# Directory of Financing Sources for Nonprofit Sponsored Commercial and Mixed-Use Projects



Local Initiatives Support Corporation  
369 Pine Street, Suite 350  
San Francisco, CA 94104  
(415) 397-7322  
Fax: (415) 397-8605  
[www.bayarealisc.org](http://www.bayarealisc.org)

**LISC**  
San Francisco Bay Area

© 2001 Local Initiatives Support Corporation

Researched and Compiled by Amy Cohen, Program Consultant  
and Rick Jacobus, Program Officer

This directory is intended to help nonprofit developers to identify potential financing sources for commercial and mixed-use projects. Although every effort has been made to ensure the accuracy of this document, the information listed here is constantly changing and some mistakes inevitably occur. Please contact the sources directly before making any financing decisions based on this information.

If a mistake, omission or post publication change has occurred, please notify us so we can correct our records.

Rick Jacobus  
Senior Program Officer  
Bay Area LISC  
415-397-7322 x20  
[rjacobus@liscnet.org](mailto:rjacobus@liscnet.org)

## Contents

### **Selected Sources**

Selected Sources for Nonprofit Office Space	4
Selected Sources for Retail	5
Selected Sources for Community Facilities	6
Selected Sources for Child Care Centers	7
Grant Sources	8
Equity Sources	9
Sources for Special Purposes	10

### **Directory Entries**

AFL-CIO	11
Building Investment Trust	
ArtHouse/California Lawyers for the Arts	11
Bay Area Smart Growth Fund LLC	11
California Capital	12
Child Care Facilities Financing	
California Children and Families Commission (Proposition 10)	12
California Communities (CA Statewide Communities Development Authority)	12
Nonprofit Tax-Exempt Bonds	
California Community Reinvestment Corporation	13
California Department of Insurance	13
California Organized Investment Network (COIN)	
California Economic Development Lending Initiative (CEDLI)	13
Child Care Facility Financing Program	
Direct Real Estate Lending Program	
California Environmental Redevelopment Fund	14
California Equity Fund	15
California Office of Historic Preservation	15
20% and 10% Historic Tax Credits	
California Property Tax Incentives for Historic Properties	
California Public Employees' Retirement System (CalPERS)	16
California Technology, Trade and Commerce Agency	16
California Infrastructure and Economic Development Bank	
Calvert Foundation	16
Commercial Banks	17
Community Bank of the Bay	17
Community Reinvestment Fund	17
David and Lucile Packard Foundation	18
Department of Commerce/Economic Development Administration	18
Partnership Planning Grants, Public Works, and Technical Assistance Grants	

Department of Housing and Urban Development (HUD)	18
Brownfields Economic Development Initiative (BEDI)	
Community Development Block Grant	
Economic Development Initiative (EDI)	
Enterprise Zones/Empowerment Communities/Renewal Communities	
HOPE VI Revitalization	
Section 108 Loan Guarantee Program	
Department of the Treasury	21
Community Development Financial Institutions (CDFI) Fund	
New Markets Tax Credits	
Enterprise Social Investment Corporation	22
Environmental Protection Agency, Region IX	22
Brownfields Assessment Demonstration Pilots	
Fannie Mae	22
American Communities Fund	
Federal Home Loan Bank of San Francisco	23
Community Investment Program/Advances for Community Enterprise	
Ford Foundation	23
IMPACT Community Capital LLC	23
Kresge Foundation	24
Lenders for Community Development	24
Affordable Housing/Community Facilities Loan Program	
Local Initiatives Support Corporation (LISC)	25
Commercial and Mixed Use Development Loans	
Low Income Housing Fund	25
Child Care Facilities Fund	
Revolving Loan Fund	
Low Income Housing Tax Credit (LIHTC)	26
Mello-Roos Bonds	26
Met Life	26
Social Investment Program	
Metropolitan Transportation Commission	27
Transportation for Livable Communities	
National Cooperative Bank Development Corporation (NCBDC)	27
National Council of La Raza/Raza Development Fund	28
The Hope Fund	
National Development Council	28
Grow America Fund	
National Parks Service	28
Federal 20% and 10% Historic Tax Credits	
National Trust for Historic Preservation	29
Inner-City Ventures Fund	
National Preservation Loan Fund	
Banc of America Historic Tax Credit Fund	
Nonprofit Finance Fund	30
Northern California Community Loan Fund	30
Nonprofit Space Capital Fund	
Revolving Loan Fund	

Oakland CEDA/One Stop Capital Shop Neighborhood Property Redevelopment Program (N-PREP)	31
Office of Community Services/Department of Health and Human Services Community Service Discretionary Grants: Urban/Rural Community Economic Development	31
San Francisco Foundation	32
SF Mayor's Office of Community Development Nonprofit Space Revolving Loan Fund	32
Small Business Administration (SBA) New Markets Venture Capital Program SBA 7(a) Loan Program Section 504 Loan Program	33
Tax Increment Financing	34
The Retail Initiative	34

## **Selected Sources for Nonprofit Office Space**

AFL-CIO

Building Investment Trust

ArtHouse/California Lawyers for the Arts

California Communities (CA Statewide Communities Development Authority)

Nonprofit Tax-Exempt Bonds

Community Bank of the Bay

Department of Housing and Urban Development (HUD)

Section 108 Loan Guarantee Program

Fannie Mae

American Communities Fund

Local Initiatives Support Corporation

Commercial and Mixed Use Development Loans

Low Income Housing Fund

Revolving Loan Fund

Nonprofit Finance Fund

Northern California Community Loan Fund

Nonprofit Space Capital Fund

SF Mayor's Office of Community Development

Nonprofit Space Revolving Loan Fund

Tax Increment Financing

## Selected Sources for Retail

AFL-CIO  
Building Investment Trust

California Community Reinvestment Corporation

California Department of Insurance  
California Organized Investment Network (COIN)

California Economic Development Lending Initiative (CEDLI)  
Direct Real Estate Lending Program

California Public Employees' Retirement System (CalPERS)  
Community Housing and Development Investments

Department of Commerce/Economic Development Administration  
Partnership Planning Grants, Public Works, and Technical Assistance Grants

Office of Community Services/Department of Health and Human Services  
Community Service Discretionary Grants: Urban/Rural Community Economic Development

Department of Housing and Urban Development (HUD)  
Economic Development Initiative (EDI)

Department of the Treasury  
New Markets Tax Credits

Fannie Mae  
American Communities Fund

Federal Home Loan Bank of San Francisco  
Community Investment Program/Advances for Community Enterprise

Local Initiatives Support Corporation  
Commercial and Mixed Use Development Loans  
The Retail Initiative, Inc.

Tax Increment Financing

## **Selected Sources for Community Facilities**

ArtHouse/California Lawyers for the Arts

California Communities (CA Statewide Communities Development Authority)  
Nonprofit Tax-Exempt Bonds

California Department of Insurance  
California Organized Investment Network (COIN)

California Economic Development Lending Initiative (CEDLI)  
Direct Real Estate Lending Program

Community Bank of the Bay

Department of Housing and Urban Development (HUD)  
Section 108 Loan Guarantee Program

Ford Foundation

Kresge Foundation

Lenders for Community Development  
Affordable Housing/Community Facilities Loan Program

National Cooperative Bank Development Corporation (NCBDC)

National Council of La Raza/Raza Development Fund  
The Hope Fund

Nonprofit Finance Fund

Northern California Community Loan Fund  
Nonprofit Space Capital Fund

SF Mayor's Office of Community Development  
Grant and Loan Programs  
Nonprofit Space Revolving Loan Fund

## **Selected Sources for Child Care Centers**

California Capital

Child Care Facilities Financing

California Children and Families Commission (Proposition 10)

California Economic Development Lending Initiative (CEDLI)

Child Care Facility Financing Program

California Technology, Trade and Commerce Agency

California Infrastructure and Economic Development Bank

David and Lucile Packard Foundation

Local Initiatives Support Corporation

Low Income Housing Fund

Child Care Facilities Fund

National Cooperative Bank Development Corporation (NCBDC)

Community Development Loans

National Council of La Raza/Raza Development Fund

The Hope Fund

## Grant Sources

ArtHouse/California Lawyers for the Arts

California Children and Families Commission (Proposition 10

David and Lucile Packard Foundation

Department of Commerce/Economic Development Administration  
Partnership Planning Grants, Public Works, and Technical Assistance Grants

Office of Community Services/Department of Health and Human Services  
Community Service Discretionary Grants

Department of Housing and Urban Development (HUD)  
Brownfields Economic Development Initiative (BEDI)  
Economic Development Initiative (EDI)  
Community Development Block Grant  
HOPE VI Revitalization

Department of the Treasury  
Community Development Financial Institutions (CDFI) Fund

Environmental Protection Agency, Region IX  
Brownfields Assessment Demonstration Pilots

Federal Home Loan Bank of San Francisco  
Community Investment Program/Advances for Community Enterprise

Ford Foundation

Kresge Foundation

Low Income Housing Fund  
Child Care Facilities Fund

Metropolitan Transportation Commission  
Transportation for Livable Communities

Northern California Community Loan Fund  
Nonprofit Space Capital Fund

San Francisco Foundation

SF Mayor's Office of Community Development

## Equity Sources

AFL-CIO

Building Investment Trust

Bay Area Smart Growth Fund LLC

California Equity Fund

California Office of Historic Preservation  
20% and 10% Historic Tax Credits

California Public Employees' Retirement System (CalPERS)

Department of the Treasury  
Community Development Financial Institutions (CDFI) Fund

Enterprise Social Investment Corporation

Fannie Mae  
American Communities Fund

National Trust for Historic Preservation  
Banc of America Historic Tax Credit Fund

Small Business Administration (SBA)  
New Markets Venture Capital Program

## **Sources for Special Purposes**

### **Preservation**

California Equity Fund

California Office of Historic Preservation  
California Property Tax Incentives for Historic Properties  
20% and 10% Historic Tax Credits

Enterprise Social Investment Corporation

Fannie Mae  
American Communities Fund

National Parks Service  
Federal 20% and 10% Historic Tax Credits

National Trust for Historic Preservation  
Inner-City Ventures Fund  
National Preservation Loan Fund  
Banc of America Historic Tax Credit Fund

### **Brownfields**

California Environmental Redevelopment Fund

Department of Housing and Urban Development (HUD)  
Brownfields Economic Development Initiative (BEDI)

Environmental Protection Agency, Region IX  
Brownfields Assessment Demonstration Pilots

Federal Home Loan Bank of San Francisco  
Community Investment Program/Advances for Community Enterprise

### **Transportation**

California Technology, Trade and Commerce Agency  
California Infrastructure and Economic Development Bank

Metropolitan Transportation Commission  
Transportation for Livable Communities

**AFL-CIO  
Building Investment Trust**

235 Montgomery, Suite 935  
San Francisco, CA 94104  
Ph: 415-433-3044; F: 415-433-3189  
www.merctrust.com/bit

Adam Smith or Aaron Prince  
415-433-3044

**Type of Financing:** Loan, Equity                      **Source Category:** Other  
**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other  
**Special Purpose:** Transportation                      Preservation                      Brownfields

Building Investment Trust provides construction loans, mortgages, participating mortgages, equity/joint ventures and equity investments.

**ArtHouse/California Lawyers for the Arts**

Fort Mason Center, Building C, Room 255  
San Francisco, CA 94123  
Ph: 415-775-7200 x963; F: 415-775-1143  
www.arthouseca.org

Sally Woelfel  
415-775-7200 x963

**Type of Financing:** Grant                                      **Source Category:** Other  
**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other  
**Special Purpose:** Transportation                      Preservation                      Brownfields

Provides grants to arts organizations that are threatened by displacement due to increased rents. Grants of up to \$80,000 will be available starting September 10, 2001 for capital improvements and acquisition of real property as well as relocation costs and rent subsidies. This is a new fund recently approved by City of San Francisco.

Applicants must have had a 25% rent increase in the past year. Arts social services groups are also eligible. There is \$1M in this new fund and it will be granted out on an ongoing basis until it is gone. Look at web site (arthouseca.org) for application and additional information.

Examples: SF Shakespeare Festival; SF Gay Men's Chorus; Pocket Opera; Dance Brigade

**Bay Area Smart Growth Fund LLC**

601 Montgomery, Suite 1088  
San Francisco, CA 94111  
Ph: 415-732-7644; F: 415-732-7547  
www.basgf.com

Adam Zoger  
Principal  
415-732-7644  
zoger@basgf.com

**Type of Financing:** Equity                                      **Source Category:** Other  
**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other  
**Special Purpose:** Transportation                      Preservation                      Brownfields

Provides equity for affordable housing and economic development in 46 targeted communities in the Bay Area. Projects may include commercial and industrial uses in line with "smart growth" principles. This fund is one of 3 funds of the Community Capital Investment Initiative.

Investors are promised a market rate of return - the specific amount depends on level of risk. Primarily provides equity, but can provide a debt vehicle, if appropriate. Will invest up to \$10 million per project.

Example: This is a new fund; the first closing will be at the end of August 2001.









**California Public Employees' Retirement System (CalPERS)  
Community Housing and Development Investments**

400 P Street  
Sacramento, CA 95814  
Ph: 916-326-3000  
www.calpers.ca.gov

Public Affairs  
916-326-3991

**Type of Financing:** Equity, Loan                      **Source Category:** State Government

**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation                      Preservation                      Brownfields

Provides funds for projects including commercial, industrial, mixed-used, residential or revitalization projects that may or may not leverage public resources. Also funds urban infill or "smart growth" developments.

Investments are made through the assistance of investment advisors. Office Property advisor is Dan MacEachron, Hines Interests 415-986-8200; Retail advisor is Jim Gaube, National Retail Partners 503-513-4660; Apartment Property advisor is Dale Gruen, SSR Realty Advisors, 415-678-2000.

**California Technology, Trade and Commerce Agency  
California Infrastructure and Economic Development Bank**

801 K Street, Suite 2100  
Sacramento, CA 95814  
Ph: 916-322-3141; F: 916-322-6314  
www.commerce.ca.gov/ciedb

Roma Cristia-Plant  
Municipal Loan Unit Manager  
916-322-1398  
ciedb@commerce.ca.gov; rcristia@commerce.ca.gov

**Type of Financing:** Loan                                      **Source Category:** State Government

**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation                      Preservation                      Brownfields

For development of infrastructure needed to implement economic development throughout California. Allows projects in these areas: City Streets and Highways; Educational Facilities (including child care); Parks and Recreational Facilities; and Public Transit. The Infrastructure State Revolving Fund (ISRF) Program provides low cost financing to public agencies. The Conduit Revenue Bond Program issues industrial development bonds, 501c3 bonds for nonprofit organizations, and other types of revenue bonds.

ISRF requests will be reviewed on a monthly basis. There are two tiers of loans - Tier 1 loans can range from \$250,000 to \$20 million; Tier 2 loans range from \$250,000 to \$5 million. Amortization is 30 years maximum. Debt service coverage is 1.10. If nonprofits are not eligible for certain kinds of funding, cities can apply and pass it through.

**Calvert Foundation**

4550 Montgomery Ave      Lori Scott  
Bethesda, MD 20814  
Ph: 800-248-0337; F: 301-654-7820  
www.calvertfoundation.org

Investment Officer  
301-961-4774  
foundation@calvert.com

**Type of Financing:** Loan                                      **Source Category:** Private Foundation

**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation                      Preservation                      Brownfields

Provides loan capital to community development corporations and other community development financial institutions. Projects must contribute to growing the local economy, expanding opportunity, or promoting work-related activities, homeownership, and non-traditional business owners.

Organization must demonstrate a 3 year track record and have a minimum \$500,000 in assets. Loans range from \$50,000 to \$750,000, term 1 to 5 years with possible renewal, and interest rate at 4.5%. Requests for funding considered throughout the year and decisions made quarterly. Loan capital is limited.

Example: Chinatown CDC (San Francisco)

## Commercial Banks

<b>Type of Financing:</b>	Loan	<b>Source Category:</b>	Commercial Bank					
<b>Eligible Uses:</b>	Retail	Community Facilities	Industrial	Child care	Office	Mixed Use	Other	
<b>Special Purpose:</b>	Transportation	Preservation	Brownfields					

Commercial banks generally offer a range of loan products for commercial projects. Rates, terms and underwriting standards vary significantly from one institution to another. Most projects involve a first mortgage from a Commercial Bank. Many banks have community development lending departments that offer favorable rates to projects that are consistent with their Community Reinvestment Act goals.

## Community Bank of the Bay

1750 Broadway  
Oakland, CA 94612  
Ph: 510-271-8400; F: 510-433-5431  
www.communitybankbay.com

Wil Hobbs  
Vice President  
510-271-8400  
whobbs@communitybankbay.com

<b>Type of Financing:</b>	Loan	<b>Source Category:</b>	Community Development Financial Institution					
<b>Eligible Uses:</b>	Retail	Community Facilities	Industrial	Child care	Office	Mixed Use	Other	
<b>Special Purpose:</b>	Transportation	Preservation	Brownfields					

Provides a range of products with interest rate and fee discounts of approximately 100 basis points (1%) below for-profit rates. Products include term loans for equipment, facilities improvement, and other capital projects; real estate construction loans; and commercial real estate loans.

Provides lines of credit; term loans of up to 7 years; mini-permanent loans up to 30 years (due in 7 years). Residential multi-family projects must have 5 units or more, maximum 75% loan to value, minimum 1.25:1 DCR. Commercial projects must have maximum 65% loan to value, minimum 1.25:1 DCR.

## Community Reinvestment Fund Capital Expansion Tools

550 Bercut Drive, Suite G  
Sacramento, CA 95814  
Ph: 916-498-3764; F: 916-448-3811  
www.crfusa.com

<b>Type of Financing:</b>	Loan	<b>Source Category:</b>	Community Development Financial Institution					
<b>Eligible Uses:</b>	Retail	Community Facilities	Industrial	Child care	Office	Mixed Use	Other	
<b>Special Purpose:</b>	Transportation	Preservation	Brownfields					

Provides secondary loans to community development lenders by purchasing their economic development and affordable housing loans. Tools include Existing Loan Purchase, Advance Commitment (before lender closes), Structured Finance (purchases a portfolio), Loan to Lenders.

Example: Oakland Business Development Corporation sold four loans totalling \$136,250, representing previous loans to a small plastics manufacturer, a cooperative selling arts and crafts, an inner-city printing company, and a small metal casting foundry. New funds were made available for OBDC, whose clients are low and moderate income.







**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides annual grants on a formula basis to entitled cities and counties for a variety of community and economic development activities. Grant funds may be passed through to nonprofits. Eligible activities include acquisition of real property, public improvements and facilities; rehabilitation of residential, commercial/industrial or other nonprofit owned, nonresidential buildings. As long as commercial activity meets a standard (majority of jobs to people at 80% AMI) it is eligible for CDBG funding.

Every city has a department responsible for administering CDBG funds. Contact your city for more information on CDBG allocations. For instance, see San Francisco Mayor's Office of Community Development.

### **Department of the Treasury Community Development Financial Institutions (CDFI) Fund**

601 13th Street, NW, Suite 200 South  
Washington, DC 20005  
Ph: 202-622-8662; F: 202-622-7754  
www.treas.gov/cdfi

Louisa Quittman  
Program Manager  
202-622-8103  
cdfihelp@cdfi.treas.gov

**Type of Financing:** Loan, Grant, Equity **Source Category:** Federal Government

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides funding for CDFIs or intermediaries that have completed a certification process. Funds may be used for purposes which support the applicant's business plan. CDCs may be able to get certified and access these funds for loan pools.

Funding for core CDFIs is maximum \$2.5 million and for intermediaries \$1.5 million. Funds up to \$150,000 are available for small and emerging CDFIs (holds under \$5 million in assets and has never been awarded CDFI Fund money). Contact a Program Adviser for more information at 202-622-8662.

Example: Rural California Assistance Corporation (Sacramento, CA) received \$2 million in 1998 for community facility lending projects. See www.treas.gov/cdfi/awardees for other examples.

### **Department of the Treasury New Markets Tax Credits**

601 13th Street, NW, Suite 200 South  
Washington, DC 20005  
Ph: 202-622-2000  
www.treas.gov

Louisa Quittman  
Program Manager, CDFI Fund  
202-622-8103  
cdfihelp@cdfi.treas.gov

**Type of Financing:** Other **Source Category:** Federal Government

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Individual and corporate investors can receive a tax credit worth more than 30% of the amount invested by making an equity investment in a New Markets business, an eligible "community development entity - CDE". Can be CDCs, bank CDCs and other groups. CDEs will apply to Treasury Dept. for tax credit allocations. Eligible uses include small business loans, commercial real estate development, etc., in low-income census tracts.

Tax credits should be available by late 2001. In FY 2001-02, there will be 2 years' worth of credits available so it is important to pursue this early. NMTC policy is still being formulated, so look out for updates from LISC. Applications are anticipated to be administered through the CDFI fund office within the Treasury Department.

**Enterprise Social Investment Corporation  
Historic Tax Credits, LIHTCs, Permanent Financing**

5 Third Street, Suite 1010  
San Francisco, CA 94103  
Ph: 415-227-4680; F: 415-227-4689  
www.enterprisefoundation.org/esic

Rich Gross  
415-227-4680

**Type of Financing:** Equity **Source Category:** Community Development Financial Institution  
**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other  
**Special Purpose:** Transportation Preservation Brownfields

Provides equity investments in commercial developments that qualify for both federal and state historic tax credits. See National Parks Service entry and Low Income Housing Tax Credit entry. Also provides permanent financing for affordable multi-family housing.

Examples: San Francisco - ARC, Fisherman's Wharf; Ambassador Hotel, Tenderloin

**Environmental Protection Agency, Region IX  
Brownfields Assessment Demonstration Pilots**

75 Hawthorne Street  
San Francisco, CA 94105  
Ph: 415-744-2191; F: 415-744-1796  
http://www.epa.gov/livablecommunities/grants

Bobbie Kahan  
Brownfields Coordinator  
415-744-2191  
kahan.bobbie.@epamail.epa.gov

**Type of Financing:** Grant **Source Category:** Federal Government  
**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other  
**Special Purpose:** Transportation Preservation Brownfields

Provides funds for states, communities and other stakeholders to prevent, assess, safely clean up and sustainably reuse brownfields. Up to \$200,000 per grant over 2 years. Grants go to governmental entities but CDCs can receive direct contractor services for Phase 1 and 2 environmental assessments; project must have a re-use for community benefit.

See regional web site for more information: <http://www.epa.gov/region09/waste/brown/index.html> (see Targeted Site Assessments). [Also see the EPA Innovative Community Partnership Grants ([www.epa.gov/livablecommunities/grants](http://www.epa.gov/livablecommunities/grants)). Not funded in FY 2001 but would support environmentally-responsible redevelopment and revitalization.]

Example: City of San Francisco was awarded and completed a project.

June deadline for applications.

**Fannie Mae  
American Communities Fund**

50 California, Suite 3070  
San Francisco, CA 94111  
Ph: 415-277-3365; F: 415-277-3370  
www.efanniemae.com/hcd/comm\_invest/acf

Andy Madeira  
Community Development Manager  
415-277-3365  
andre\_h\_madeira@fanniemae.com

**Type of Financing:** Loan, Equity **Source Category:** Community Development Financial Institution  
**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other  
**Special Purpose:** Transportation Preservation Brownfields

Equity and debt investments to for- or non-profit sponsors for rental housing, homeownership, mixed-use, commercial, retail, and other facilities that support residential communities. Also provides historic tax credits to developments with at least a \$2M tax credit.

Limitations on commercial/retail portion of a project: ACF will fund the commercial part of mixed-use

developments when there is a significant amount of housing; ACF will fund solely commercial projects if they are specifically neighborhood-serving and support surrounding housing. Equity investments generally exceed \$1M. Loans are up to 5 years.

### **Federal Home Loan Bank of San Francisco Community Investment Program/Advances for Community Enterprise**

600 California St.  
San Francisco, CA 94108  
Ph: 415-616-1000; F: 415-616-2626  
www.fhlbsf.com

Marietta Nunez  
Community Lending Manager  
415-616-2633  
nunezm@fhlbsf.com

**Type of Financing:** Loan, Grant                      **Source Category:** Community Development Financial Institution

**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation      Preservation      Brownfields

These two programs provide loans to member banks that finance affordable housing and community development initiatives, as well as community facilities and infrastructure projects. CIP is mostly housing focused. Advances for Community Enterprise projects must specifically result in creation or retention of jobs or the provision of services for low income people. In addition to these loans, FHLB offers Affordable Housing Program grants through member banks, for which mixed-use projects may be eligible. CIP or ACE loans can complement grants or stand alone.

To access these funds, developers present a project to a member bank and suggest FHLB funding. Terms vary for each lender. See Membership section of FHLBSF web site for list of member lenders. See FAQ section of web site for more information. Other contacts: Anita Adams, Director of Affordable Housing (616-2749); Kirby Ung, Community Investment Specialist (616-2640)

Examples: Ohlone Chenoweth project in San Jose; Low Income Housing Fund; Neighborhood Housing Services of America

### **Ford Foundation Asset Building and Community Development**

320 East 43rd Street  
New York, NY 10017  
Ph: 212-573-5000; F: 212-351-3677  
www.fordfound.org

**Type of Financing:** Grant, Loan                      **Source Category:** Private Foundation

**Eligible Uses:** Retail      Community Facilities                      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation      Preservation      Brownfields

Provides grants in Economic Development and Community and Resource Development. Program Related Investments are made within the Economic Development Unit. They are usually loans, but may be loan guarantees or equity investments.

PRIs commonly range between \$1 million and \$2 million. They are competitive.

Letters of interest accepted year round.

### **IMPACT Community Capital LLC Community Development Investing**

142 Sansome Street, Suite 610  
San Francisco, CA 94104  
Ph: 415-981-1074 or 888-548-5485; F: 415-981-1087  
www.impactcapital.net

Daniel Sheehy  
President and CEO  
415-981-1074  
info@impactcapital.net

**Type of Financing:** Loan                      **Source Category:** Insurance Company

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides infusion of capital to community development lenders in California. IMPACT is owned by insurance companies who invest in pools of loans within targeted under-served communities. By purchasing existing loans originated from lenders, IMPACT frees up money that can then be reinvested in affordable housing, small businesses, and community-based facilities.

The fund has invested \$40 million in affordable multi-family mortgages, and has committed to purchase another \$200 million affordable multi-family mortgages and purchase \$50 million affordable residential mortgages.

### **Kresge Foundation Bricks and Mortar Grants**

3215 W. Big Weaver Road, PO Box 3151  
Troy, MI 48007-3151  
Ph: 248-643-9630; F: 248-643-0588  
www.kresge.org

**Type of Financing:** Grant **Source Category:** Private Foundation

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides challenge grants for capital campaigns. Eligible projects include construction, renovation, purchase of major equipment, or purchase of real estate. Relevant project areas include health care and long-term care, human services, and public affairs.

Competitive proposals range from one-fifth to one-third of the cost of the project. Recent grants have ranged between \$150,000 and \$600,000. Grants are considered "challenge" for additional fundraising. Projects are only eligible for funding once they have raised a certain amount. See web site for proposal requirements.

Examples: EBALDC/Swan's Market (Oakland) - housing, retail and nonprofit office space; LifeLong Medical Care Over 60 (Berkeley) - senior housing with support services; also San Leandro Shelter for Women and Children.

Proposals accepted anytime and reviewed quarterly

### **Lenders for Community Development Affordable Housing and Community Facilities Loan Program**

111 West St. John Street, Suite 710  
San Jose, CA 95113  
Ph: 408-297-0204; F: 408-297-4599  
www.L4CD.com

Luis Villa  
AH/CF Loan Program Manager  
408-297-0204 x11  
luis@L4CD.com

**Type of Financing:** Loan **Source Category:** Community Development Financial Institution

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides loans for development of affordable housing and community facilities projects in San Mateo and Santa Clara counties, and, on a limited basis, in contiguous counties. Includes predevelopment and gap financing; acquisition, rehabilitation, and construction financing; and permanent financing.

Nonprofit sponsor must have a track record in real estate development or an experienced partner. Interest rates vary from 0% (from a fund from the Sobrato Family Foundation for multi-family - including mixed use - projects) to prime or slightly below. There are also several loan pools specifically for predevelopment financing (up to 24 months). For information on any loans, contact Luis Villa.

Example: Bill Wilson Center, Santa Clara, used Lenders for Community Development funds to purchase the building in which they were leasing space for a youth shelter.





**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides loans (primarily, though occasionally equity or loan guarantees) for projects that address significant social needs in areas of community revitalization (including commercial), economic development, and health.

Amounts, rates and terms determined on case by case basis. Generally, amounts of \$1-4 million are preferred with terms under 10 years. Send a letter of intent first. Investments go to national or regional intermediaries, but some have gone to community-based projects (housing, community facilities). On web site, see Company Info, Community, and then Social Invest Program.

Examples: Low Income Housing Fund; Community Bank of the Bay; Trust for Public Land

Applications accepted year round.

### **Metropolitan Transportation Commission Transportation for Livable Communities: Neighborhood Capital and Planning Grants**

101 Eighth Street  
Oakland, CA 94607  
Ph: 510-464-7700; F: 510-464-7848  
www.mtc.ca.gov

Karen Frick  
Project Manager  
510-464-7704  
kfrick@mtc.ca.gov

**Type of Financing:** Grant **Source Category:** State Government

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides planning grants and capital grants from federal transportation program TEA21. Capital grants provide funds for redevelopment efforts which add housing and economic vitality to older business and community centers throughout the region. Projects on publicly-owned right of way that provide pedestrian, bicycle and transit links to these centers may be eligible. Includes rehab of historic transportation buildings.

Capital funds requested should be between \$150,000 and \$2 million and a local match of 11.5 % must be provided. Planning funds should be between \$5,000 and \$50,000, with a local match (unspecified amount) also required.

Examples: Fruitvale Transit Village/Unity Council (Oakland); Acorn/Prescott Neighborhood Transportation Plan Improvements (Oakland); EastLake Streetscape and Pedestrian Enhancement/EBALDC (Oakland). Other beneficiaries include Eden Housing, Chinatown CDC, Mission Housing, and Bridge Housing.

March deadline for applications.

### **National Cooperative Bank Development Corporation (NCBDC) Community Development Loans**

1725 Eye St., NW, Suite 600  
Washington, DC 20006  
Ph: 202-336-7690; F: 202-336-7804  
www.ncb.com, ncbdc.org

Susan Harper  
Assistant Vice President  
202-336-7690  
sharper@ncbdc.org

**Type of Financing:** Loan **Source Category:** Community Development Financial Institution

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

Provides a range of financing tools to CDCs and CDFIs for commercial real estate, small business development, community facilities, charter schools, and affordable housing projects. Products include permanent loans, acquisition and rehab loans, new construction loans, and lines of credit.

Terms vary for each product and for each funding request, depending on the risk, size, and nature of the request.

Permanent Loans: Terms are typically 5-7 years, with amortization up to 20 years. Interest rate is equal to the applicable Treasury rate plus a spread of 300-400 basis points. Construction loans are typically interest only





**Type of Financing:** Equity

**Source Category:** Other

**Eligible Uses:** Retail      Community Facilities      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation      Preservation      Brownfields

Equity investments in the rehabilitation of commercial and residential historic properties eligible for the federal and state historic tax credit as well as the 10% non-historic federal tax credit. Targets tax credits in the \$500,000 to \$5 million range (meaning construction should cost a minimum of \$2.5 million).

Properties that are eligible for 20% or 10% tax credits are eligible. May include mixed-use or all commercial space. Cannot combine this with LIHTC. Projects must have support of local historic preservation organizations and must have strong development team in place. See Historic Tax Credit entry for more details.

No examples in Bay Area; 7 buildings in LA's Old Bank District

### Nonprofit Finance Fund

760 Market Street, Suite 859  
San Francisco, CA 94102  
Ph: 415-255-4849; F: 415-576-1090  
www.nonprofitfinancefund.org

Carol Ting  
Senior Associate, Financial Services  
415-255-4849  
cting.nff@worldnet.att.net

**Type of Financing:** Loan

**Source Category:** Other

**Eligible Uses:** Retail      Community Facilities      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation      Preservation      Brownfields

Provides loans to nonprofit organizations for facilities projects, equipment needs, working capital based on specific cash flow needs, and bridge loans for anticipated funding commitments.

Maximum loan size is \$750,000; term is 5-7 years; amortization is flexible; one-time closing fee; collateral/security not required in many cases. Generally, organizations should have existed for 5 years and been 501c3 entities for at least 3, and have a minimum annual budget of \$150,000 as well as 1 FTE. See web site for information on Loan Application Procedure.

Example: Traveling Jewish Theater (San Francisco) - \$319,000 loan

### Northern California Community Loan Fund Revolving Loan Fund

870 Market Street, Suite 677  
San Francisco, CA 94102  
Ph: 415-392-8215; F: 415-392-8216  
www.ncclf.org

Peggy Jones  
Director of Lending  
415-392-8215  
pjones@ncclf.org

**Type of Financing:** Loan

**Source Category:** Community Development Financial Institution

**Eligible Uses:** Retail      Community Facilities      Industrial      Child care      Office      Mixed Use      Other

**Special Purpose:** Transportation      Preservation      Brownfields

Provides loans for projects and enterprises throughout Northern CA which benefit low-income residents or communities. Products include term and bridge financing for project development as well as lines of credit.

Loans range from \$10,000 to \$450,000. Loan amounts may be amended soon - check for new guidelines. Terms span 60 days to 5 years. Fixed interest rates range from 7.5% to 10%. Call or e-mail as a first step in applying for funds.

Examples: Resources for Community Development (Berkeley); Association for Arizmendi Cooperatives (Berkeley); Charter Oaks Associates (Napa)





**Small Business Administration (SBA)  
New Markets Venture Capital Program**

455 Market Street, 6th Floor  
San Francisco, Ca 94105-2420  
Ph: 415-744-6820  
www.sba.gov/inv

**Type of Financing:** Equity **Source Category:** Federal Government  
**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other  
**Special Purpose:** Transportation Preservation Brownfields

Enables newly-formed venture capital companies to become New Markets Venture Capital companies and make equity investments in and provide operational support to small businesses in low-income areas. SBA provides matching investment funds to SMVCs.

Companies are in the process of being selected. CDCs can access list of selected NMVCs when completed. Also, investors in NMVC may be able to take advantage of New Markets Tax Credit. See that entry for more information.

**Small Business Administration (SBA)  
Section 504 Loan Program**

455 Market Street, 6th Floor  
San Francisco, CA 94105-2420  
Ph: 415-744-6820  
www.sba.gov/financing

**Type of Financing:** Loan **Source Category:** Federal Government  
**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other  
**Special Purpose:** Transportation Preservation Brownfields

Loans for small businesses for the purchase of business real estate or capital equipment. CDCs can request a list of participating lenders through the District Office or can approach lenders, most of whom are familiar with SBA loans.

Interest rates are pegged to an increment above the current market rate for 5 and 10 year US Treasury Issues. Terms of 10 or 20 years are available.

**Small Business Administration (SBA)  
SBA 7(a) Loan Program**

455 Market Street, 6th Floor  
San Francisco, CA 94105-2420  
Ph: 415-744-6820  
www.sba.gov/financing

**Type of Financing:** Loan **Source Category:** Federal Government  
**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other  
**Special Purpose:** Transportation Preservation Brownfields

Loans to small businesses to secure financing on reasonable terms through normal lending channels. Operates through private sector lenders that provide loans to be guaranteed by SBA. CDCs can request a list of participating lenders through the District Office or can approach lenders, most of whom are familiar with SBA loans.

Maximum \$750,000 guaranteed but no max loan size. Interest rate is negotiated between lender and borrower but not to exceed prime rate plus 2.25%; term: 5-7yrs working capital; 10 yrs fixed assets; 25 yrs property acquisition. See National Development Council entry for one example of 7(a) loans.

## Tax Increment Financing

**Type of Financing:**

Other **Source Category:** Other

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

This is the fundamental financing tool available to redevelopment areas in California. It is a source of grants or loans derived from the incremental increase in property taxes created in a tax increment area/redevelopment area.

Access these funds through local Redevelopment Agencies.

## The Retail Initiative, Inc.

733 Third Avenue  
New York, NY 10017  
Ph: 212-455-9883; F: 212-949-5938  
[www.liscnet.org/whatwedo/affiliates/retail](http://www.liscnet.org/whatwedo/affiliates/retail)

Oliver Wesson  
212-455-9825  
[Owesson@liscnet.org](mailto:Owesson@liscnet.org)

**Type of Financing:** Loan

**Source Category:** Community Development Financial Institution

**Eligible Uses:** Retail Community Facilities Industrial Child care Office Mixed Use Other

**Special Purpose:** Transportation Preservation Brownfields

A real estate equity fund (an affiliate of LISC, see that entry) that provides CDCs with capital for the development of supermarket-anchored shopping centers. The program allows CDCs to acquire ownership interest in supermarket properties or shopping centers.

The Retail Initiative (TRI) will invest \$1 million to \$3.5 million in equity per project. Projects with an anchor supermarket occupying 30,000 to 65,000 square feet are considered. Minimum acceptable lease is 20 years. Investors must receive a minimum 10% pre-tax annual cash on cash return and a 13% IRR on invested capital. Contact Rick Jacobus at Bay Area LISC office (415-397-7322 x24) before applying.

Examples: In 1999, TRI invested \$3,019,000 (\$3.5 M commitment) in a shopping center in San Diego through City Heights CDC. In 2000, TRI committed \$3.5 million in a shopping center in South Central Los Angeles through Concerned Citizens of South Central LA.