



# National Interagency Community Reinvestment Conference

NATIONAL  
**new markets**  
FUND, LLC

March 16, 2010

Presented by Deborah La Franchi  
President, NNMF



# National New Markets Fund (NNMF)

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- **JV:** Strategic Development Solutions (SDS) and Economic Innovation International
  - Two boutique development finance firms: creating mission-driven investment vehicles
- **\$125MM in NMTCs:** 3 Rounds; 1<sup>st</sup> Award - GO Zone
- **Focus:** Highly impactful/catalytic real estate projects
- **Investment Types:** Flexible uses; highly complex

# Ochsner Medical Center

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## STRUCTURE

- \$25MM Project Cost
- 3 CDEs: \$25MM NMTCs
- Business Investment
- Leverage: GO Zone bonds

- Prior to the storm, treated more uninsured patients than any other private hospital in the region
- Medical center heavily damaged by Hurricane Katrina in New Orleans, LA
- Contaminated Site-Hurricane Katrina Cleanup/FEMA Disaster Area
- Expand and re-open more than one million square feet of medical service space
- 33.5% Poverty, 10% Unemployment (2000 Census)

# King Edward Mixed-Use

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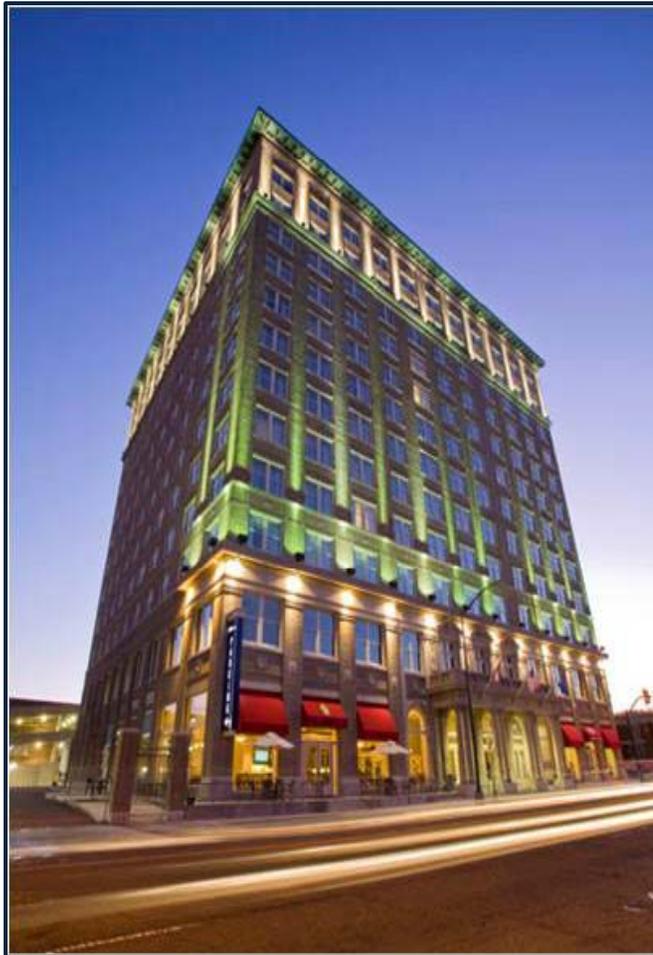
## STRUCTURE

- \$87.8 MM Project Cost
- 5 CDEs: \$74MM NMTCs
- Real Estate Investment
- Leverage: GO Zone Bonds, TIF, Federal and State HTCs, City Loan, Convertible Debt

- Highly Distressed Neighborhood in downtown Jackson, MS
- 53.5% Poverty, 21.1% Unemployment (2000 Census)
- Redevelop historically significant hotel vacant for more than 40 years
- Federal Economic Development Zone
- Incorporates sustainability in design, construction, and operations
- Contaminated Site-Hurricane Katrina/FEMA Disaster Area

# King Edward Mixed-Use

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- Mixed-use urban center
- 186 hotel guest rooms
- 64 Apartments – 49,000 SQFT
- 2,700 SQFT Retail – Restaurant and Coffee Shop
- Staffing with Local LIC employees
- Revitalizing Urban Core

# King Edward/Standard Life

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- Standard Life
  - \$30 Project Cost
  - 2 CDEs: \$30MM NMTCs
  - Leveraged: GO Zone Bonds, Historic Tax Credits
  - Funding Closed May 2009
- Current Use: 76 Apartments
- Previous Use: Office
  - 90% Vacant
  - Contaminated Site: Asbestos, lead based paint
- Combined Project Supports 115 Full Time Jobs
- Spurring/Supporting Additional Development
  - Old Capitol Green
  - Habitat For Humanity
  - JSU Retail

# Second Line Stages

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2009 Winner CDFA “Nation’s Best Tax Credit Project”



## STRUCTURE

- \$41 MM Project Cost
- 3 CDEs: \$27MM NMTCs
- Real Estate Investment
- Leverage: Historic Tax Credits, State Film Credits, Developer Equity, and Commercial Debt

- Devastated Neighborhood in the Lower Garden District
- Post-Katrina, Tourism is in Freefall
- Film Production is LA’s Fastest Growing New Industry
- State-of-the-art, Full-service Film Production Facility
- 25% Poverty, 12% Unemployment (2000 Census)

# Second Line Stages

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2009 Winner CDFA “Nation’s Best Tax Credit Project”



## IMPACT

- Educational Programs
- Apprenticeship Programs
- Working with at-risk youth

- First Green Production Studio in the U.S.
  - Creates a National Model for Green Film Production
  - LEED Silver Certified
- Training LMI Residents Creates New Job Opportunities
- Vital to establishing the Film Industry as lasting employer in the region

# Habitat For Humanity

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## STRUCTURE

- \$10MM Project Cost
- 1 CDE: \$10MM NMTCs
- Real Estate Investment
- Leveraged Habitat For Humanity Equity/Donations & Bridge Loans

- Redeveloping quality housing in Hurricane Katrina-impacted communities
- Scattered Site – Targeted Population
- Develop 85+ affordable single-family homes sold to families earning 30%-80% AMI
- Incorporating water and energy saving and other environmental sustainability features to lower operating costs for owners.

# Contact Information

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