



Teaming Up Atlanta

Profiles of Community Development Financial Institutions Serving Atlanta, Georgia



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Annie E. Casey Foundation.**



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Teaming Up Atlanta

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Type of CDFI

CDFI	Housing	Small Business	Credit Union	Other
Access to Capital for Entrepreneurs		✓		
Atlanta Micro Fund		✓		
Atlanta Neighborhood Development Partnership	✓			
Community Housing Capital	✓			
Center for Financial Independence and Innovation				IDA, Loans for Assistive Technology Devices
Credit Union of Atlanta	✓	✓	✓	
Enterprise Community Loan Fund	✓			
National Urban League: Urban Empowerment Fund		✓		
NeighborWorks® Columbus	✓	In 2013		
NeighborWorks® Southern District				
Self-Help Ventures Fund and Credit Union	✓		✓	

A faint, light-colored map of Atlanta, Georgia, serves as the background for the top half of the page. It shows major highways like I-75, I-20, and I-405, as well as various neighborhoods and landmarks such as Spelman College, the Capitol, and Grant Park. The title 'Teaming Up Atlanta' is overlaid on this map in a large, dark blue, serif font.

Teaming Up Atlanta

Introduction

During 2012, the *Teaming Up Atlanta* initiative brought together community development financial institutions (CDFIs) serving the Atlanta area. The purpose of the initiative was to build a team that fostered collaboration among organizations, leveraged assets and strengths in the metropolitan area, and shared best practices to boost the level of community development investment activity in Atlanta's neighborhoods.

A direct result of the group's efforts is this compilation of CDFI profiles which outlines the mission, products and services, and contact information for each of the organizations. This book is designed to increase short lines of communication between CDFIs to make client referrals easier, and to help borrowers and other potential partners better understand the availability of nontraditional and responsible sources of financing in the Atlanta market.

What is a CDFI?

Community development financial institutions (CDFIs) are private financial institutions that are 100 percent dedicated to delivering responsible, affordable lending to help low-income, low-wealth, and other disadvantaged people and communities join the economic mainstream.

By financing community businesses—including small businesses, microenterprises, nonprofit organizations, commercial real estate, and affordable housing—they spark job growth and retention in hard-to-serve markets across the nation.

CDFIs are profitable but not profit maximizing. They put community first, not the shareholder. They have had great success over the past 30 years, and have a proven track record of making an impact in those areas of America that need it most.

Partners of *Teaming Up Atlanta*

The *Teaming Up Atlanta* initiative recognized that non-CDFI partners are critical in catalyzing community development investment. As such, the organizations listed below actively participated in meetings and provided support to foster collaboration among the CDFIs involved in *Teaming Up Atlanta*.

Annie E. Casey Foundation | www.aecf.org

The Annie E. Casey Foundation is one of the largest private foundations in the nation. The Foundation's primary mission is to foster public policies, human services, and community supports that more effectively meet the needs of vulnerable children and families.

Atlanta, Georgia is one of two Annie E. Casey Foundation Civic sites nationwide. Civic sites represent cities where the Casey Foundation has close hometown connections, where grant making is not restricted to specific initiatives, and where the Foundation anticipates maintaining significant leadership roles.

The Casey Foundation supports a diverse range of efforts designed to build better futures for millions of children at risk of poor educational, economic, social, and health outcomes. These investment areas include:

- designing and delivering services to secure and sustain lifelong family connections for children and youth;

- advocating for reforms in public human service systems to ensure that they operate effectively and efficiently to strengthen families;
- expanding social and economic security for families in poor communities;
- gathering and promoting the use of data as a tool for change; and
- transforming tough and isolated communities into family-supporting environments.

The Annie E. Casey Foundation makes grants that help states, cities, and neighborhoods create more innovative, cost-effective responses to these needs.

Federal Reserve Bank of Atlanta | www.frbatlanta.org

The Federal Reserve Bank of Atlanta is part of the central bank of the United States. The Federal Reserve System consists of twelve Reserve Banks located around the country and the Board of Governors in Washington, D.C. The Atlanta Fed territory covers the Sixth Federal Reserve District, which includes Alabama, Florida, and Georgia, and portions of Louisiana, Mississippi, and Tennessee.

The Community and Economic Development (CED) group of the Atlanta Fed improves communities and their economic well-being in the Federal Reserve System's Sixth District. The Atlanta Fed conducts research and provides technical assistance, training, and information to financial institutions, community and economic development organizations, and government agencies, as well as to consumers.

The Atlanta Fed's CED focuses its work in two major areas.

- Promoting community and economic development:
 - Exploring issues affecting the financial stability and quality of life of all communities—issues related to small business, foreclosure, and workforce development
 - Conducting and providing information on community and economic development research and other intelligence to inform policy decisions at national, regional, state, and local levels
 - Focusing particular attention on low-and moderate-income communities
- Supporting access to responsive and responsible financial services:
 - Promoting fair and impartial access to credit in underserved markets
 - Helping financial institutions understand their responsibilities under the federal Community Reinvestment Act

Opportunity Finance Network | www.opportunityfinance.net

Opportunity Finance Network (OFN) is a national network of community development financial institutions (CDFIs) investing in opportunities that benefit low-income, low-wealth, and other disadvantaged communities across America. OFN Members are performance-oriented, responsible investors that finance community businesses, sparking job growth in the areas that need it most, and delivering both sound financial returns and real changes for people and communities.

OFN's mission through 2025 is to lead CDFIs and their partners to ensure that low-income, low-wealth, and other disadvantaged people and communities have access to affordable, responsible financial products and services. OFN pursues its mission across five key program areas:

- Financing: facilitating high-volume, CDFI-based financing systems;
- Public Policy: bringing new public and private resources to the CDFI industry;
- Knowledge Sharing: transforming the CDFI field with training, research, and analysis for CDFIs, funders, investors, and other key stakeholders;

- Strategic Consulting: helping organizations develop the necessary systems to increase growth and performance; and
- Strategic Communications: raising the profile of CDFIs and creating a broad base of support for CDFIs and the people and communities they serve.

Small Business Administration | www.sba.gov

The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation. The SBA recognizes that small business is critical to the nation's economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Although the SBA has grown and evolved in the years since it was established in 1953, the bottom line mission remains the same. The SBA helps Americans start, build, and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

The Georgia District Office located in Atlanta offers the following services and information:

- Financial assistance for new or existing businesses through guaranteed loans made by area bank and non-bank lenders. The Georgia District Office is ranked as one of the top producers in the nation in terms of volume of SBA guaranteed loans to small businesses.
- Free counseling, advice, and information on starting, better operating, or expanding a small business through (SCORE) Counselors to America's Small Business.
- Assistance to businesses owned and controlled by socially and economically disadvantaged individuals through the Minority Enterprise Development Program. Orientation workshops for the 8(a) Program are held each month at the District Office.
- Women's Business Ownership Representatives are available to advise women business owners.
- Special loan programs are available for businesses involved in international trade.
- Veterans can get business counseling and information about SBA guaranteed loans.

Over the years, the SBA has developed many small business loan and assistance programs, special outreach efforts, and initiatives to aid and inform small businesses.

A background map of Atlanta, Georgia, showing major highways like I-75, I-285, and I-405, and landmarks like the Atlanta-Fulton County Stadium and the Georgia State Capitol. The title 'Teaming Up Atlanta' is overlaid in a large, blue, serif font.

Teaming Up Atlanta

Access to Capital for Entrepreneurs

Headquartered in Cleveland, Georgia, with a second office in Decatur, Access to Capital for Entrepreneurs (ACE) has a ten year track record of microlending, with more than \$10 million loaned to date and more than 2,500 jobs created or retained. The ACE region includes 68 North Georgia counties, including metro Atlanta. Certified as a CDFI in 2004, ACE is an SBA microlender and a USDA intermediary.

ACE is committed to providing individualized services and specialized programs that underserved business owners need. A variety of lending and business advisory services are offered including microloans (\$500-\$50,000), green loans (\$500-\$100,000), Save & Sustain energy efficiency loans (up to \$150,000), financial counseling, small business advice, marketing resources, and, most recently, small business commercial loans (up to \$250,000).

ACE was named as one of the top ten microfinance organizations in the nation by CNN Money and was recognized with a 2010 OFN Wells Fargo NEXT Award for innovation. ACE is taking a proactive role in addressing the present small business credit crunch.

<u>Overview</u>	<u>Technical Assistance</u>	<u>Borrower Eligibility and Use of Funds</u>
<u>Contact Information</u>	<u>Target Market</u>	<u>Project Profile</u>
<u>Financial Services Provided</u>	<u>Loan Products</u>	

Website: <http://www.ace loans.org/>

Phone Number: (706) 348-6609

Mailing Address: 3173 Hwy 129 North
Cleveland, GA 30528

CEO: Grace Fricks
fricks@ace loans.org
(706) 348-6609 x201

Loan Inquiries: Courtney Lynn
North Georgia Loan Officer
lynn@ace loans.org
(706) 348-6609 ext 207

Maria "Mayte" Peck
Atlanta Small Business Loan Officer
peck@ace loans.org
(404) 717-2282

Lisa Robinson
 Atlanta Business Development Officer
robinson@aceloans.org
 (404)797-7762

Jackie Hart
 Commercial Loan Officer
hart@aceloans.org
 (770) 880-1032

Organizational Type: Revolving Loan Fund

Founded: 1997

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>	✓	<i>Loans to consumer</i>		<i>SBA Microlender</i>	✓
<i>Loans – Small Business</i>	✓	<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans – Affordable housing</i>		<i>Loans – residential mortgage</i>		<i>RMAP</i>	✓
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	✓

Georgia Specific Programs: Georgia Green Loans, Georgia SSBCI Loans

Technical Assistance Provided:

Training/TA	Description	Provider	Curriculum
Classroom Training	Webinar Series – Green in 50 Minutes	ACE along with topical experts	N/A
One-on-One TA	Individualized Business Development Services	ACE staff and contractors	

Also provides Advisory Services and Coaching

Target Market:

State(s)	GA	Start-ups	Yes
Market Served	Urban/Rural		
Business Sectors	No focus on a particular sector, but works closely with green businesses		
Owner Characteristics	Low-and moderate-income, minority, women-owned		
Other	Appalachian-owned businesses, commercial energy efficiency, businesses that employ low-and moderate-income workers		

Geographical Areas Served: ACE serves 68 counties, including all of North Georgia and the Atlanta metro area.

Loan Products:

Product Name	Description	Amount	Interest Rate	Term
Micro Loans		\$500-\$50,000		
Save & Sustain	Commercial energy efficiency	\$51,000-\$150,000	3%	12-48 mos.
Small Business Loans	Start or expand a business	\$51,000-\$250,000	5-7%	12-48 mos.
Georgia Green Loans	Start or expand eco-friendly business or product/service	\$51,000-\$100,000	6-8%	12-48 mos.
Georgia SSBCI Loans				

Minimum and Maximum Loan Size: \$500 to \$50,000

[Bank Partner Loan: \$50,000 to \$1,000,000]

Term of Loan:

Line of Credit		7-10 years	
0-7 years	✓	10+ years	

Borrower Eligibility and Use of Funds:

- Minimum credit score of 550.
 - For an estimate of your credit score, visit www.myfico.com/ficocreditscoreestimator.
 - For your actual FICO (small fee charged), visit www.myfico.com.
 - To view a free copy of your credit history, visit www.annualcreditreport.com.
- Free of active bankruptcies for the last twelve months.
- Free of foreclosure for the last twelve months.
- Mortgage and rent payments for home and business must have been paid on time for the last six months.
- Mortgage must not be in the process of restructure or modification.
- Must be current on all vehicle loans.
- Must be free of all tax liens.
- Business must not be involved in the adult entertainment, multi-level marketing, or gambling business.
- Cannot have any outstanding judgments.
- All student loans must be in good standing.
- Borrower cannot have any non-medical collections within the last six months.
- You must be personally responsible for the repayment of the debt.
- You must have collateral to pledge for this loan that is free and clear of any liens.
- You and your business must be able to afford the additional debt payment for this loan.
- If your business has less than six months of documented operating revenue, your business will be considered a startup, which will require an existing outside source of income other than your new business that can cover your personal debts and expenses, as well as anticipated business rent.

Online Application: <http://www.ace loans.org/site/apply/>

Project Profile | Access to Capital for Entrepreneurs
Alpha Medical Equipment and Supplies



Elizabeth Asika owns a medical supply business called Alpha Medical Equipment and Supplies, Inc., which offers a wide variety of medical supplies for home care. For more than five years, her business has steadily grown.

She began her career in medicine as a RN and also holds an MBA. Elizabeth started out working part-time pursuing her dream while also maintaining another full-time job. Slowly her business grew from a home based location to a small warehouse of just 459 square feet. Approximately a year ago, Elizabeth decided that it was time to make a change and get a better, more accessible location for her retail customers. Until now, most of her customers ordered home delivery and she carried a limited inventory.

A loan from ACE made her business expansion dreams a reality. After closing on a loan with ACE, Elizabeth moved to a 1,100 square foot location at 1527 Church Street in Decatur, near DeKalb Medical Center. The loan paid for space

renovations and the addition of inventory. In her new location, Elizabeth is able to service walk-ins and every month gets better.

In addition to the loan, ACE has also provided technical assistance to Alpha Medical. When Elizabeth moved, she also began to operate a virtual storefront medical supply business on the internet. The website that Elizabeth had was functional but not ideal for the type of internet sales she needed. ACE was able to work with Elizabeth and help her determine how best to present her products. ACE was then able to assist with the development and roll out of a new website for Alpha Medical's online sales. Visit: www.alphamedicalequip.com.



Now at Alpha Medical, you can find over 20,000 quality brand medical supplies at wholesale prices that can be delivered directly to customers' homes. Alpha Medical is truly a success story in the making.



Teaming Up Atlanta

Atlanta Micro Fund

The Atlanta Micro Fund is a nonprofit organization providing funding and business management assistance to entrepreneurs establishing small businesses in metro Atlanta. The mission of the Atlanta Micro Fund is to increase small business opportunities by providing capital, technical assistance, and referrals to existing and start up businesses in metropolitan Atlanta typically excluded from mainstream sources of financing.

<u>Overview</u>	<u>Technical Assistance</u>	<u>Borrower Eligibility and Use of Funds</u>
<u>Contact Information</u>	<u>Target Market</u>	
<u>Financial Services Provided</u>	<u>Loan Products</u>	

Website: www.atlantamicrofund.com

Phone Number: (678) 539-6900

Mailing Address: 100 Flat Shoals Avenue SE
Atlanta, GA 30316

CEO: Marvin Bryant
marvin@atlantamicrofund.com
(678) 539-6900

Loan Inquiries: (678) 539-6900

Organizational Type: Loan Fund

Founded: 1999

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>	✓	<i>Loans to consumer</i>		<i>SBA Microlender</i>	✓
<i>Loans - Small Business</i>	✓	<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans - Affordable housing</i>		<i>Loans - residential mortgage</i>		<i>RMAP</i>	
<i>Loans - Community facilities</i>		<i>Loans - commercial real estate</i>		<i>USDA Intermediary</i>	

Technical Assistance Provided:

- Business Mentoring
- Business Financial Literacy Workshops

Target Market:

State(s)	GA	Start-ups	Yes
Market Served	Urban/Rural		
Business Sectors			
Owner Characteristics	Low and Moderate Income Entrepreneurs and Small Business Owners		
Other			

Geographical Areas Served: Cherokee, Clayton, Cobb, Coweta, Dekalb, Douglas, Fulton, Gwinnett, Henry, Paulding, and Rockdale Counties

Loan Products:

Product Name	Amount	Interest Rate	Term
Micro Business Seed Loans	Up to \$2,500	9-12.5%	Up to 12 months
Micro Business Expansion Loans	Up to \$15,000	9-12.5%	Up to 42 months
Small Business Loans	\$15,001 to \$250,000	5-10%	Up to 120 months

Minimum and Maximum Loan Size: Up to \$250,000

Term of Loan:

Line of Credit		7-10 years	✓
0-7 years	✓	10+ years	

Borrower Eligibility and Use of Funds:

- Average credit score of borrowers = 585;
- Bankruptcy appropriately discharged at least six month before filing loan application;
- No accounts placed for collections, judgments or charge-offs over \$2,500 and must be at least 12 months old before filing loan application;
- Loans over \$2,500 will need to demonstrate the ability to repay the Atlanta Micro Fund loan with historical business and/or personal cashflow; and
- Loans over \$2,500 will need collateral that fully covers the Atlanta Micro Fund loan amount.



Teaming Up Atlanta

Atlanta Neighborhood Development Partnership's Community Redevelopment Loan & Investment Fund (CRLIF)

The mission of Atlanta Neighborhood Development Partnership (ANDP) is to promote, create, and preserve mixed income communities through direct development, lending, policy research, and advocacy that result in the equitable distribution of affordable housing throughout the metropolitan Atlanta region.

ANDP was created in 1991 as a result of the merger of the Metropolitan Atlanta Chamber of Commerce's Housing Resource Center and the Atlanta Economic Development Corporation's Neighborhood Development Department. The impetus for ANDP's creation was to address the diminishing supply of affordable housing in the Metropolitan Atlanta region as well as to help reclaim declining neighborhoods in its core. Throughout its history, ANDP has supported the creation of more than 8,000 units of housing for people of low-to-moderate incomes, through direct development and lending.

In 2008, ANDP's Board of Directors voted unanimously to serve its mission by addressing Metro Atlanta's foreclosure crisis. Based on this commitment, ANDP's Community Redevelopment Loan & Investment Fund (CRLIF) is currently focusing its lending on products designed to acquire, rehab, and repopulate vacant foreclosed homes.

CRLIF's foreclosure redevelopment products provide short term acquisition and rehabilitation financing to borrowers utilizing Neighborhood Stabilization Program, other governmental, or private permanent sources.

Currently, there is a lack of debt financing available for Metro Atlanta nonprofits and other developers to restore vacant homes to productive use. Through its own development activity, ANDP has rehabbed more than 275 single-family homes and understands the critical role debt capital plays in local-based neighborhood redevelopment efforts.

Private equity capital from outside Georgia and the Southeastern United States is currently acquiring homes in Gwinnett, Cobb, and other predominantly North Metro submarkets. For more significantly impacted South Metro neighborhoods, CRLIF is working to provide successful models to better engage local capital and real estate expertise – especially in high foreclosure neighborhoods.

<u>Overview</u>	<u>Target Market</u>	<u>Project Profile</u>
<u>Contact Information</u>	<u>Loan Products</u>	
<u>Financial Services Provided</u>	<u>Borrower Eligibility and Use of Funds</u>	

Website: www.andpi.org/crlif

Phone Number: (404) 522-2637

Mailing Address: 235 Peachtree Street, N.E.
Suite 2000 - 20th Floor
Atlanta, GA 30303-1405

Loan Inquiries: John O'Callaghan
President & CEO
(404) 420-1591
jocallaghan@andpi.org

Organizational Type: Loan Fund

Founded: 1991

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>		<i>Loans to consumer</i>		<i>SBA Microlender</i>	
<i>Loans – Small Business</i>		<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans – Affordable housing</i>	✓	<i>Loans – residential mortgage</i>		<i>RMAP</i>	
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	

Georgia Specific Programs: N/A

Target Market:

State(s)	GA	Start-ups	
Market Served	Urban/Suburban		
Business Sectors	Foreclosure redevelopment of affordable housing		
Owner Characteristics	Low and mixed income		
Other	Nonprofit and for-profit developers		

Geographical areas served: Metropolitan Atlanta area

Loan Products:

Product Name	Description	Amount	Interest Rate	Term
Foreclosure Redevelopment for Home Ownership	Funds acquisition and renovation of homes committed through NSP, HOME, AHP, or other targeted home ownership programs.	\$150,000 to \$500,000	Variable	12 to 18 Months
Foreclosure Redevelopment for Lease Purchase, Rental	Augments equity capital for single family lease purchase redevelopment.	\$250,000	Variable	24 to 48 Months

Minimum and Maximum Loan Size: \$250,000 to \$500,000

Borrower Eligibility and Use of Funds:

CRLIF provides financing only to community development corporations, nonprofit and for-profit housing developers that create or preserve affordable housing, mixed income and mixed use properties. Our current focus is on developer projects serving neighborhoods and families significantly impacted by Metro Atlanta's foreclosure crisis.

Online Application: <http://www.andpi.org/crlif/>



Colquitt Construction Renovation of
812 Braemer Drive in Northwest Atlanta.

Colquitt Construction, Inc. was awarded \$1,200,000 in Neighborhood Stabilization Program (NSP) funds from the City of Atlanta to acquire and redevelop foreclosed properties. Colquitt Construction focused its NSP foreclosure redevelopment activity in the Northwest quadrant of the City of Atlanta – Collier Heights, Adamsville, Cascade, and West End.

ANDP's Community Redevelopment Loan & Investment Fund (CRLIF) loaned Colquitt Construction \$150,000 in revolving financing to support its acquisition and rehab needs associated with the City of Atlanta NSP activity.

The critical role that NSP and CRLIF play goes well beyond a single home, single family, or even a single street. According to HUD research that compared communities with NSP investment to similar communities without that investment, most clustered investment areas did better than at least one of their comparable markets during the time period studied:

- 67 % saw better home sale price changes
- 73 % saw better vacancy rate improvements
- 47 % saw better home sale and vacancy rate improvements

To date, Colquitt Construction has utilized the loan to redevelop two homes, which were sold to income eligible families. Support from CRLIF will help Colquitt Construction realize its foreclosure redevelopment goals and add to much needed neighborhood stabilization activity in Northwest Atlanta.

A faint map of Atlanta, Georgia, serves as the background for the top section of the page. It shows major highways like I-405, I-20, and I-75, as well as landmarks like the Capitol and Grant Park.

Teaming Up Atlanta

Center for Financial Independence and Innovation

The Center for Financial Independence & Innovation, Inc. (CFII) is a nonprofit organization dedicated to helping individuals with disabilities and their family members advance their financial independence and security. CFII achieves this mission through strategic partnerships and programs designed to improve the financial self-sufficiency of Georgians with disabilities.

One product offered by CFII is loans for Assistive Technology devices. Home modifications such as ramps allow a person to enter or exit their home; roll-in showers or grab bars enable bathing independently. Low-vision equipment such as a Braille reader gives a person who is blind the ability to take notes in class or in meetings. Assistive Technology allows individuals with disabilities to live, work, and play in communities of their choice.

<u>Overview</u>	<u>Technical Assistance</u>	<u>Borrower Eligibility and Use of Funds</u>
<u>Contact Information</u>	<u>Target Market</u>	
<u>Financial Services Provided</u>	<u>Loan Products</u>	

Website: <http://www.thecfii.org/>

Phone Number: (404) 541-9005

Mailing Address: 315 W. Ponce de Leon Avenue, Suite 600
Decatur, GA 30030

Loan Inquiries: Daphne Brookins
Credit-Able, Consumer Liaison & Program Director
daphne@thecfii.org
(404) 541-9005

Organizational Type: Loan Fund

Founded: 2007

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>		<i>Loans to consumer</i>	✓	<i>SBA Microlender</i>	
<i>Loans – Small Business</i>		<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans – Affordable housing</i>		<i>Loans – residential mortgage</i>		<i>RMAP</i>	
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	

Individual Development Accounts, Volunteer Income Tax Assistance

Technical Assistance Provided:

Training/TA	Description	Provider	Curriculum
Financial Education Workshops	We provide small group financial education workshops in local community settings.	CFII	Budgeting, Financing, Assistive Technology, Basics of Banking, Understanding Your Credit, Buying a Home
One-on-One Financial Counseling	We provide confidential financial education and counseling to help individuals and families manage their personal financial matters and prepare for future financial events.	CFII	

Target Market:

State(s)	GA	Start-ups	Yes
Market Served	Urban/Rural		
Business Sectors			
Owner Characteristics	Individuals with disabilities		
Other	For assistive technology devices; credit-builder loans		

Geographical Areas Served: Georgia

Loan Products:

Product Name	Description	Amount	Interest Rate	Term
Credit-Able	Georgia's Alternative Financing Program for Assistive Technology	Up to \$50,000	5 - 9%	6 months - 8 years
First \$tep Credit	Credit-Builder	Up to \$1,500	12%	6 - 24 months

Minimum and Maximum Loan Size: \$250 to \$50,000

Term of Loan:

Line of Credit		7-10 years	✓
0-7 years	✓	10+ years	

Borrower Eligibility and Use of Funds:

In order to apply for a Credit-Able loan guarantee you must be:

- A legal resident of Georgia (Defined as any one of the following)
 - You have a permanent home in Georgia
 - You are employed in Georgia
 - Your children were enrolled in Georgia schools (either public or private) within ten days after you were employed in Georgia
 - You have been present in the state for thirty or more days (except for infrequent, brief absences)
- AND a legal U.S. Resident (U.S. Citizen or Resident Alien with valid Green Card)
- AND an individual with a disability
- OR the parent, guardian or caretaker of an individual with a disability
- OR the employer of an individual with a disability.

Credit-Able loan guarantees may only be used to purchase assistive technology devices. Such devices include, but are not limited to:

- Adapted Vehicles
- Closed Circuit TV's for Low Vision
- Hearing Aids
- Ramps
- Braille Writers
- Roll-in Showers
- Home Modifications
- Augmentative and Alternative Communication Devices
- Stair Lifts
- Adapted Recreational Equipment
- Computer Software

Credit-Able loan guarantees may not be used to pay for services on non-assistive technology training or any non-assistive technology devices. Examples include, but are not limited to:

- Service Animals
- Cochlear Implants
- Drivers for Individuals with Low Vision
- Home Repairs
- Artificial Larynx

Online Application: [https://www.thecfii.org/index.php?/creditable/credit-able -- application/](https://www.thecfii.org/index.php?/creditable/credit-able--application/)

A faint map of Atlanta, Georgia, serves as the background for the top section of the page. The map shows major highways like I-75, I-20, and I-405, as well as landmarks such as the Atlanta-Fulton County Stadium and the Georgia State Capitol. The title 'Teaming Up Atlanta' is overlaid on the map in a large, blue, serif font.

Teaming Up Atlanta

Community Housing Capital

Community Housing Capital (CHC), a national community development financial institution intermediary, serves exclusively as a direct lender to the NeighborWorks® network, a national network of 240 affordable housing community development nonprofits. Incorporated in 2000, Community Housing Capital is certified as a community development financial institution and a community development entity by the U.S. Treasury's CDFI Fund.

As a direct lender to the NeighborWorks network, Community Housing Capital provides both interim real estate development loans and permanent multi-family loans with favorable rates and terms. Loans are underwritten with the flexibility required to finance complex transactions with multiple layers of subsidies. To fund its loan programs, Community Housing Capital uses grant funds to significantly leverage private sector debt capital from socially-responsible investors.

Each grant dollar leverages at 1:5. As loans get repaid, the grant dollars continue to leverage and revolve, funding additional projects for increased impact.

<u>Overview</u>	<u>Technical Assistance</u>	<u>Borrower Eligibility and Use of Funds</u>
<u>Contact Information</u>	<u>Target Market</u>	<u>Project Profile</u>
<u>Financial Services Provided</u>	<u>Loan Products</u>	

Website: www.communityhousingcapital.org/

Phone Number: (866) 477- 4215

Mailing Address: 402 E. Howard Avenue
Decatur, GA 30030

CEO: Jack Gilbert
jgilbert@communityhousingcapital.org
(866) 477- 4215

Loan Inquiries: Ben Greenberg
Director of Lending
bgreenberg@CommunityHousingCapital.org
(678) 904-1306

Organizational Type: Loan Fund

Founded: 2001

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>		<i>Loans to consumer</i>		<i>SBA Microlender</i>	
<i>Loans – Small Business</i>		<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans – Affordable housing</i>	✓	<i>Loans – residential mortgage</i>		<i>RMAP</i>	
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	

Georgia Specific Programs: N/A**Technical Assistance Provided:**

Training/TA	Description	Provider	Curriculum
Technical Assistance	Preparing loan applications	CHC	
Technical Assistance	Developing real estate-based pro formas	CHC	Designed to assess, and if necessary, suggest enhancements to the financial feasibility of the project
Asset and Property Management		CHC	

Target Market:

State(s)	National	Start-ups	Yes
Market Served	Urban/Rural		
Business Sectors	Affordable housing		
Owner Characteristics	Low-income		
Other	NeighborWorks nonprofit developers		

Geographical Areas Served: National**Loan Products:**

Product Name	Description	Amount	Interest Rate	Term
Interim Development Loan	Provides NeighborWorks organizations with short-term, fixed-rate financing for both for-sale single- family housing and multifamily acquisition and development.	Up to \$4 million (Higher limits are considered on a case-by-case basis)	Adjustable and fixed rate; Interest rate based on CHC's cost of funds	Up to 42 months

Product Name	Description	Amount	Interest Rate	Term
Permanent Multifamily Loan	Provides long-term, fixed-rate financing for NeighborWorks owned multifamily properties. These projects must benefit low-and moderate-income families and/or individuals.	\$250,000 to \$4 million (Higher loan amounts are considered on a case-by-case basis)	First mortgage security; Interest rate based on CHC cost of funds and credit risk	Up to 30 years

Minimum and Maximum Loan Size: Up to \$4 million

Term of Loan:

Line of Credit	✓	7-10 years	✓
0-7 years	✓	10+ years	✓

Borrower Eligibility and Use of Funds:

Loan Proceeds can be used for financing:

- Soft costs including, architectural, engineering, environmental and legal
- Acquisition of land and/or buildings
- Bridge financing to cover a portion of the overall development costs when public funds are committed but not available in a timely manner including CHC awards from Treasury
- Gap (equity) financing when local lenders or other sources of funds will not finance all development costs (e.g., acquisition, soft and/or hard)
- New construction
- Rehabilitation or renovation

Eligible Property Types:

- Multifamily Rental and For-Sale
 - Co-ops and Mutuals
 - Garden Style
 - Low, Mid, and High-Rise
 - Scattered Site
 - SROs
 - Transitional and Permanent Housing Facilities
- Single-Family (For-Sale) Ownership
 - Condominium
 - Single-Family
 - Townhouse/Duplex
 - Subdivision Development

Qualifying Organization/Project:

- The borrower must be a NeighborWorks organization or a nonprofit affiliate of the NeighborWorks organization or is a limited partnership in which the general partner is a NeighborWorks organization or a NeighborWorks organization affiliate.
- The development is in an area served by the NeighborWorks organization
- The development is a residential project, consisting of single-family or multifamily housing.

Online Application: <http://www.communityhousingcapital.org/images/loanappfinal.pdf>

**Project Profile | Community Housing Capital
Terrill: A “Moving to Work” Housing Development***



Community Housing Capital loaned \$6.2 million to Neighborhood Development Services, Inc. for the project of Terrill, a “Moving to Work” housing development in Ravenna, Ohio. NDS broke ground on the redevelopment of a 1960’s housing development in September 2012 that will be known as the Terrill property when it is complete. The 66-unit development will provide housing for families that have relied on public housing as a long-term option. In the 2010 U.S. census, Ravenna, Ohio had a population of 11, 771. The median income for a family was about \$35,600 and 10.3% of the population was below the poverty line.

In this “Moving to Work” property, job training and coaching will be offered to move residents to employment and self-sufficiency with a limit on the number of years that people can stay in the housing. Ultimately, current residents will become wage earners and will be able to move on to other housing, making these units available for others desiring to move from chronic poverty and unemployment to work.

CHC assisted the borrower in structuring the deal taking into account HUD prohibitions and restrictions. CHC was able to structure its loan so that the prohibition on subordination of the existing HUD mortgage would not become an obstacle. CHC’s loan staff worked with NDS to offer a different approach to the financing and was able to make the loan without HUD’s subordination. CHC did not take a mortgage on the property, but instead, took an assignment of the owner’s interest in the project. The borrower was able to minimize risk and CHC was able to provide fast, flexible funding. CHC’s creative solution allowed the borrower to proceed without delaying the project and without the expense of a pre-payment penalty or the costs associated with taking out a new loan for the renovation.

CHC financed \$6.2 million of the \$10 million project. The loan was critical because no other entity was willing to make the loan without HUD agreeing to subordinate. The Ohio Housing Finance Agency and the Ohio Capital Corporation for Housing provided the remaining capital needed for the Terrill project. Without CHC’s flexibility and creativity in developing a solution, the project would not have been possible.

The Terrill project will provide energy efficient, quality affordable housing for very poor families and will break the cycle of poverty by providing job training and the skill building they need to move to self-reliance. “Moving to Work” programs have demonstrated success as an effective model in curbing the cycle of poverty that is often repeated over generations in low-income families. There will be positive economic impacts for residents and their families, and consequently, for the community, as residents begin to earn wages, pay taxes, and contribute to the local economy. As they achieve success, they make room for the next families to enter the program.

** While this project is not located in Georgia, it provides an example of the type of deal that Community Housing Capital can finance.*

A background map of Atlanta, Georgia, showing major highways like I-75, I-20, and I-405, and landmarks such as the Atlanta-Fulton County Stadium and the Georgia State Capitol. The title 'Teaming Up Atlanta' is overlaid in a large, blue, serif font.

Teaming Up Atlanta

Credit Union of Atlanta

Credit Union of Atlanta (CUA) originated in 1928 to serve the employees of the City of Atlanta. As with many Credit Unions, CUA is a not-for-profit, not-for-charity, but for service cooperative owned by all of its members. CUA offers a wide range of products and services to meet the financial needs of its members.

The mission of Credit Union of Atlanta is to provide personal financial services for its members' well-being.

Website: <https://www.cuatlanta.org/>

Phone Number: (404) 658-6465

Mailing Address: 670 Metropolitan Parkway
Atlanta, GA 30310

CEO: Sheilah Montgomery
(404) 658-6465

Organizational Type: Credit Union

Founded: 1928

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>	✓	<i>Loans to consumer</i>	✓	<i>SBA Microlender</i>	✓
<i>Loans – Small Business</i>	✓	<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	✓
<i>Loans – Affordable housing</i>		<i>Loans – residential mortgage</i>	✓	<i>RMAP</i>	
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	

Teaming Up Atlanta

Enterprise Community Loan Fund

For 30 years, Enterprise has introduced solutions through public-private partnerships with financial institutions, governments, community organizations, and other partners that share the vision that one day, every person will have an affordable home in a vibrant community, filled with promise and the opportunity for a good life. The mission of Enterprise is to create opportunity for low- and moderate-income people through affordable housing in diverse, thriving communities.

<u>Overview</u>	<u>Target Market</u>	<u>Project Profile</u>
<u>Contact Information</u>	<u>Loan Products</u>	
<u>Financial Services Provided</u>	<u>Borrower Eligibility and Use of Funds</u>	

Website: www.enterprisecommunity.com

Phone Number: (404) 523-6060

Mailing Address: 50 Hurt Plaza, Suite 980
Atlanta, GA 30303

CEO: Lori Chatman
lchatman@enterprisecommunity.org
(410) 772-2461

Loan Inquiries: Meaghan Shannon-Vlkovic
VP & Market Leader, Southeast
mvlkovic@enterprisecommunity.org
(404) 698-4612

Organizational Type: Loan Fund

Founded: 1982

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>		<i>Loans to consumer</i>		<i>SBA Microlender</i>	
<i>Loans - Small Business</i>		<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans - Affordable housing</i>	✓	<i>Loans - residential mortgage</i>		<i>RMAP</i>	
<i>Loans - Community facilities</i>	✓	<i>Loans - commercial real estate</i>	✓	<i>USDA Intermediary</i>	✓

Georgia Specific Programs: N/A

Target Market:

State(s)	National	Start-ups	
Market Served	Urban/Rural		
Business Sectors	Affordable housing, Healthcare clinics, Charter schools		
Owner Characteristics			
Other			

Geographical Areas Served: National

Loan Products:

Product Name	Description	Amount	Interest Rate	Term
Predevelopment Loans	Third-party due diligence, deposits for site control, permits and applications and consultant fees	\$250,000 to \$750,000	Fixed and variable interest rate options available	Up to 2 years
Acquisition Loans; Housing and Community Facilities	For land and building acquisition, predevelopment costs and critical repairs	\$500,000 to \$3 million	Fixed and variable interest rate options available	Up to 3 years
Mini-Permanent; Community Facilities	For land and building acquisition, predevelopment costs and critical repairs	\$500,000 to \$3 million	Fixed and variable interest rate options available	Up to 7 years; 25-year amortization
Acquisition/Mini-Permanent; Housing	For the acquisition of operating buildings, predevelopment costs and critical repairs	\$500,000 to \$4 million	Fixed and variable interest rate options available	Up to 5 years
Construction and Bridge Loans	Available for construction of community facilities and housing developments	\$500,000 to \$3 million	Fixed and variable interest rate options available	Up to 2 years

Minimum and Maximum Loan Size: \$250,000 to \$4 million

Term of Loan:

Line of Credit		7-10 years	
0-7 years	✓	10+ years	

Borrower Eligibility and Use of Funds:

Predevelopment Loans:

Project Types

- Multifamily, rental and supportive housing
- For sale housing, on a case-by-case basis
- Community facilities

Eligible Borrowers

- Nonprofit organizations
- Limited partnerships and single asset entities with nonprofit sponsors
- Mission aligned for profit entities

Acquisition Loans:

Project Types

- Multifamily, rental and supportive housing
- For sale housing, on a case-by-case basis
- Community facilities

Eligible Borrowers

- Nonprofit organizations
- Limited partnerships and single asset entities with nonprofit sponsors
- Mission aligned for profit entities

Mini-Permanent: Community Facilities:

Project Types

- Charter schools
- Community health facilities
- Nonprofit service or office space

Eligible Borrowers

- Nonprofit organizations
- Limited partnerships and single asset entities with nonprofit sponsors
- Mission aligned for profit entities

Acquisition/Mini-Permanent: Housing:

Project Types

- Multifamily, rental and supportive housing

Eligible Borrowers

- Nonprofit organizations
- Limited partnerships and single asset entities with nonprofit sponsors
- Mission aligned for profit entities

Construction and Bridge Loans:

Project Types

- Multifamily, rental and supportive housing
- For sale housing, on a case-by-case basis
- Community facilities

Eligible Borrowers

- Nonprofit organizations
- Limited partnerships and single asset entities with nonprofit sponsors
- Mission aligned for profit entities

Online Application: For more information, contact Meaghan Shannon-Vlkovic by phone at (404) 698-4612.



Reservoir Hill is like many of Baltimore's neighborhoods – rich in history and bursting with character, while battling population loss and vacancies. First developed by Baltimore's economic and social elite in the 1840s, it was originally a retreat from the city's bustling downtown. Affluent families strolled through lush lawns and enjoyed waterfront views in nearby Druid Hill Park. Grand trees lined the streets dotted with new three-story Victorian mansions.

The neighborhood's population dropped significantly in the late 20th century as stable homeowners left for the suburbs and industrial jobs disappeared. Vacancy and crime filled the void, carving out pockets of blight and disinvestment. Baltimore experienced crippling rates of drug use, and a growing HIV/AIDS epidemic. As lives were lost and families broken, urban neighborhoods like Reservoir Hill suffered.

Today, that bleak situation may be changing for the better as the community's home prices are increasing and nearby commercial districts are showing signs of growth. Since 1983, Enterprise Community Loan Fund has invested more than \$8 million to expand the supply of affordable housing in the neighborhood. Purchased with a \$1 million loan from Enterprise Community Loan Fund, a 12-unit apartment building on Lakeview Avenue with new floors and appliances provides a stable, affordable home for formerly homeless residents with HIV/AIDS. Rents are restricted to 30 percent of income, so residents can cover other living expenses, such as groceries and transportation.

Managed by AIDS Interfaith Residential Services, Inc. (AIRS), the Lakeview Avenue supportive housing program ensures that residents receive counseling and access to health care so they can lead productive lives. Most importantly, Enterprise and AIRS gave individuals who once had no place to turn a platform for success: the keys to homes they can call their own.

Since 1983, Enterprise has invested more than \$800 million in Maryland communities, including Baltimore. This total investment has helped improve lives and provide stability and comfort for those most in need.

** While this project is not located in Georgia, it provides an example of the type of deal that Enterprise Community Loan Fund can finance.*

A faint, light-colored map of Atlanta, Georgia, serves as a background for the top section of the page. It shows major highways like I-75, I-20, and I-85, as well as landmarks like the Atlanta-Fulton County Stadium and the Georgia State Capitol.

Teaming Up Atlanta

National Urban League: Urban Empowerment Fund

The Urban Empowerment Fund (UEF) is a subsidiary of the National Urban League (NUL). The creation of UEF was the culmination of a year-long planning process involving key staff, NUL's Program Committee, and the organization's Board of Directors. In July 2011, UEF was formed as a single member corporation in the state of Delaware, for which NUL serves as sole member. UEF is a 501(c)(3) nonprofit organization that will provide loans and technical assistance to minority-owned small businesses and affordable housing developers in the urban communities it serves throughout the country with the initial emphasis being to provide financing to small businesses.

The UEF will use its lending and technical assistance to help African Americans and other minority communities in urban areas to attain economic self-sufficiency and to create sustainable, vibrant communities throughout the country. The UEF will fill a credit gap that has widened during the last two years, particularly in minority communities.

Another significant way in which UEF is differentiated from other CDFIs is that the organization will partner with NUL's Entrepreneurship Centers in nine markets. NUL's Entrepreneurship Centers, which are currently in their sixth year of operation, have a structured approach to assess business owners' needs and to provide them with the skills and management training required to start and grow their businesses.

The UEF will complement the robust technical assistance services already delivered successfully through the Entrepreneurship Centers by offering access to capital for those entrepreneurs who meet the eligibility and underwriting criteria of the UEF.

<u>Overview</u>	<u>Technical Assistance</u>	<u>Borrower Eligibility and Use of Funds</u>
<u>Contact Information</u>	<u>Target Market</u>	<u>Project Profile</u>
<u>Financial Services Provided</u>	<u>Loan Products</u>	

Website:	[To be developed]
Phone Number:	(212) 558-5321
Mailing Address:	120 Wall Street, 7 th Floor New York, NY 10005
CEO:	Donald Bowen uef.dbowen@nul.org (212) 558-5321
Loan Inquiries:	Donald Bowen uef.dbowen@nul.org (212) 558-5321
Organizational Type:	Small Business Loan Fund

Founded:

2011

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>	✓	<i>Loans to consumer</i>		<i>SBA Microlender</i>	
<i>Loans – Small Business</i>	✓	<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans – Affordable housing</i>		<i>Loans – residential mortgage</i>		<i>RMAP</i>	
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	

Georgia Specific Programs: N/A

Technical Assistance Provided:

Training/TA	Description	Provider	Curriculum
One-on-One TA	Business management skills and application assistance	National Urban League's Network of Entrepreneurship Centers	N/A
Workshops	Training on various business management topics which include market development, supplier development, and financial management	National Urban League's Network of Entrepreneurship Centers	Developed by each Entrepreneurship Center

Target Market:

State(s)	(Atlanta) GA, (Jacksonville) FL, (Cincinnati/ Cleveland) OH, (Los Angeles) CA, (New Orleans) LA, (Philadelphia) PA, (Kansas City) MO, (Houston) TX, (Chicago) IL	Start-ups	Yes
Market Served	Urban		
Business Sectors	Retail, wholesale, service, manufacturing		
Owner Characteristics	At least two years of experience in the business sector in which the loan is being requested		
Other			

Loan Products:

Product Name	Description	Amount	Interest Rate	Term
Small Business Loan	Working capital to support business expansion or growth, purchase of fixed assets	\$20,000-\$50,000	7.5 - 8.5%	Up to 5 years
Fixed Asset Loan	Purchase of fixed assets such as equipment, machinery, vehicles, leasehold improvements	\$50,000-\$250,000	7 - 9%	Up to 7 years
Contract Financing (Line of credit)	Financing of start up costs for private/public sector contracts	\$50,000-\$250,000	8%	Up to 12 months

Minimum and Maximum Loan Size: \$20,000 to \$250,000

Term of Loan:

Line of Credit		7-10 years	
0-7 years	✓	10+ years	

Borrower Eligibility and Use of Funds:

Borrowers must meet *at least one* of the following criteria:

- Businesses that are at least 51% owned and operated by a member of a minority group. These groups are as follows: African Americans, Hispanic Americans, Native Americans, Asian Pacific Americans and Sub-Continent Asian Americans or businesses that are located in or serve the following:
 - Census tracts with a poverty rate of at least 20% poverty; or
 - Census tracts where the median family income for such tract does not exceed 80% of the median family income for the state or area.
- Start-up businesses will be considered with the following conditions:
 - Applicant must have 20% equity investment in the proposed concern.
 - Applicant must have at least 2 years of experience in the type of business in which financing is requested.
 - Applicant must have a complete business plan that provides three (3) years of financial projections that should demonstrate that repayment can be made through business revenue. Applicants that are in the market area of an NUL Entrepreneurship Center must have business plan reviewed by staff at the center.
 - At least 50% of the requested funding must be secured by collateral, which can include assets that will be purchased using loan proceeds and personal property (real estate).
 - Applicant must have personal federal income tax returns for the past two (2) years.
- Businesses that are located in the United States with an emphasis on businesses that are the market area of a National Urban League affiliate.
- Businesses that, as a result of financing request, can demonstrate through their business plan that financing will result in increased economic activity in their market area, which includes increased job creation or retention, increased use of minority business enterprises in the construction projects.
- Eligible business owners must be able to demonstrate a need for financing through a realistic business plan.

- The business owner must be able to project sufficient income to repay principal and interest within the terms of the loan.

Use of Funds:

- The purchase of land or buildings to cover new construction as well as expansion or conversion of existing facilities.
- The purchase of machinery, equipment, furniture, fixtures, supplies or materials.
- Long term working capital, including the payment of accounts payable and/or the purchase of inventory.
- Short term working capital needs, including seasonal financing, contract performance, construction financing and export production.
- To purchase an existing business.

Ineligible Borrowers and Uses of Funds:

Specific types of businesses not eligible include:

- Real estate investment firms, when the real property will be held for investment purposes as opposed to loans to otherwise eligible small businesses for the purpose of occupying the real estate acquired;
- Firms involved in speculative activities that develop profits from fluctuations in price rather than through the normal course of trade such as wildcatting for oil and dealing in commodities futures, when not part of the regular activities of the business
- Dealers of rare coins and stamps;
- Firms involved in lending activities such as banks, finance companies, factors, leasing companies, insurance companies (not agents) and any other firm whose stock in trade is money ;
- Pyramid sales plans, where a participant's primary incentive is based on the sales made by an ever increasing number of participants;
- Firms involved in illegal activities that are against the law in the jurisdiction where the business is located;
- Gambling activities, including any business whose principal activity is gambling.

Loan funds cannot be used for the following purposes:

- To effect a partial change of business ownership or a change that will not benefit the business;
- To repay delinquent state, local or federal withholding, business or personal income taxes;
- To permit the reimbursement of funds owed to any owner, including any equity injection or injection of capital for the business's continuance until the loan is disbursed;
- To refinance existing debt where the lender is in a position to sustain a loss and UEF would take over that loss through refinancing;
- Research and Development;
- Personal expenses.

***Sample Project Profile* | National Urban League: Urban Empowerment Fund**

The following provides a description of the potential borrowers that the UEF will target:

Initially, UEF will primarily target expanding businesses, particularly those in sectors that offer employees the opportunity to earn a living wage, benefits, and increase their skills and earnings. UEF will also consider startup businesses in growth oriented industries where the applicant has a strong business model, necessary collateral, and shows the ability to add significant new jobs in a two to three year period. Within the business sector, the UEF will target those projects that can create measurable individual and community impact. Community impact may include any of the following and will be determined by management as they create the loan policies:

- Employment
 - Job creation or retention;
 - Jobs for low-income or low-skilled workers that provide a living wage and opportunity for advancement;
 - Jobs that increase self-sufficiency and assets for low-income and neighborhood residents;
 - Employment of local residents who will spend their wages in the community;
 - Job creation for youth or for people with disabilities.
- Local Economy
 - Business provides needed goods or services to the community;
 - Business is locally-owned;
 - Business is a community asset (such as a community facility or a grocery store);
 - Business is a catalyst for other businesses to move into their neighborhood;
 - Business will spend dollars on business services using other businesses in the community;
 - UEF will work with local CDFIs or national CDFI partners to co-lend on projects or to buy participations in loans originated by partner CDFIs. In this way, UEF will leverage the successful loan origination and underwriting practices of its partners.

A faint, light-colored map of Atlanta, Georgia, serves as the background for the top half of the page. It shows major highways like I-75, I-20, and I-85, as well as local streets and landmarks such as Spelman College and the Capitol. The title 'Teaming Up Atlanta' is overlaid on this map in a large, dark blue, italicized serif font.

Teaming Up Atlanta

NeighborWorks® Columbus

NeighborWorks® Columbus is a 501(c)(3) nonprofit organization that accomplishes its mission through home production, homebuyer education and counseling, technical assistance, capacity building, mortgage lending, and target neighborhood revitalization in its Georgia and Alabama communities. Its mission is to promote and provide access to fit and affordable housing and to build family assets for financial independence for all citizens of low to moderate income. Its vision is to improve the quality of life through the elimination of substandard housing and then revitalization of target neighborhoods.

<u>Overview</u>	<u>Technical Assistance</u>	<u>Borrower Eligibility and Use of Funds</u>
<u>Contact Information</u>	<u>Target Market</u>	
<u>Financial Services Provided</u>	<u>Loan Products</u>	

Website: <http://www.nwcolumbus.org/>

Phone Number: (706) 324-4663

Mailing Address: 18 Eleventh Street
Columbus, GA 31901

CEO: Cathleen Williams
cwilliams@nwcolumbus.org
(706) 324-4663 ext. 112

Loan Inquiries: Nonie Milner
Mortgage Counselor
nmilner@nwcolumbus.org
(706) 324-4663 ext. 116

Organizational Type: Loan Fund

Founded: 1997

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>		<i>Loans to consumer</i>		<i>SBA Microlender</i>	
<i>Loans – Small Business</i>	'13	<i>Depository accounts to consumers</i>		<i>SBA 7(a) Microlender</i>	
<i>Loans – Affordable housing</i>	✓	<i>Loans – residential mortgage</i>	✓	<i>RMAP</i>	
<i>Loans – Community facilities</i>		<i>Loans – commercial real estate</i>		<i>USDA Intermediary</i>	

Individual Development Accounts, Down payment assistance grants, Matched funding for financial assistance to income qualified Columbus State University students

Georgia Specific Programs: N/A**Technical Assistance Provided:**

Training/TA	Description	Provider
Financial Fitness Course	Financial Fitness and Credit Counseling	NeighborWorks® Columbus
One-on-One Technical Assistance	Foreclosure Prevention	NeighborWorks® Columbus

Target Market:

State(s)	GA, AL	Start-ups	
Market Served	Urban/Rural		
Business Sectors	Affordable housing		
Owner Characteristics	Low-moderate income, seniors, soldiers		
Other			

Geographical Areas Served: Columbus, GA and Lee & Russell Counties, Alabama

Loan Products:

Product Name	Description	Amount	Interest Rate	Term
1 st Mortgage Purchase	Selling and servicing agreement with the Department of Community Affairs to originate and fund loans and then sell to DCA for low- and moderate- income borrowers	\$50,000- \$150,000	5.25% - 6.75%	15-30 years
2 nd Mortgage/ Section 8 Home Ownership	Provides pre- and post-purchase homebuyer education and counseling for Section 8 recipients seeking home ownership	\$10,000 - \$50,000	5.25% - 6.75%	10-15 years

Product Name	Description	Amount	Interest Rate	Term
Owner Occupied Rehab	Home improvement loans for large or small needs, ranging from general home improvements (e.g. new kitchen, roof, siding, central air-conditioning, etc.) to home safety improvements such as correcting dangerous electrical problems, hazardous heating systems or code deficiencies	\$5,000 – cannot exceed 50% of the current value of the home	5.25% - 6.75%	10-30 years
Down Payment/ Closing Cost Assistance	Down payment and closing cost assistance loans to qualified low- and moderate-income first time homebuyers	\$5,000 - \$10,000	5.25% - 6.75%	10-15 years
HomeSave IDA	An individual account program that provides an incentive to "long-term" soldiers who face the most difficult obstacles to home ownership; Matches homebuyers' savings deposits 3-1 up to \$1,500; Funds can be used for down payment and closing cost assistance	\$1,500	Grant	N/A

Minimum and Maximum Loan Size: \$2,000-\$100,000

Term of Loan:

Line of Credit		7-10 years	
0-7 years		10+ years	✓

Borrower Eligibility and Use of Funds:

A wide variety of purchases, refinances, rehabilitation and repair and home improvement projects can be considered eligible uses of the NWC loan fund. These uses include:

- Property acquisition through purchase and related repairs and closing costs (Buy It, Fix It Program)
- Second mortgage loans for property acquisition under the Section 8 Home Ownership program
- Correction of Building Code violations
- Repair or replacement of mechanical structural systems
- Functional remodeling of kitchens, baths, etc.
- Exterior repairs or selected cosmetic treatments
- Special safety and design features for accessibility for the elderly or handicapped
- Restoration of unique architectural details
- Energy conservation improvements
- Other reasonable uses of the Fund include loans which are necessary to stabilize the physical condition of property or enhance opportunities for new or sustained home ownership in NeighborWorks® Columbus neighborhoods

Online Application: N/A

A background map of Atlanta, Georgia, showing major highways like I-75, I-20, and I-405, and landmarks like the Capitol and Grant Park. The title 'Teaming Up Atlanta' is overlaid in a large, blue, serif font.

Teaming Up Atlanta

NeighborWorks® Southern District

NeighborWorks America is one of the country's preeminent leaders in affordable housing and community development. We work to create opportunities for lower-income people to live in affordable homes in safe, sustainable neighborhoods that are healthy places for families to grow. Headquartered in Washington, DC, NeighborWorks America operates through a national office, two regional offices and seven district offices.

The NeighborWorks Network

NeighborWorks delivers many of its community-focused programs and services through the national NeighborWorks network – 235 independent community-based nonprofit organizations serving more than 4,500 communities nationwide. More than one-third of these organizations serve rural communities. Together with its national and local partners, NeighborWorks provides grants, programmatic support, training, and technical assistance to its national network.

NeighborWorks Core Values

In the way NeighborWorks America conducts business and relates to people both internally and externally, NeighborWorks will seek always to embrace the following values:

- **Results:** NeighborWorks is accountable for achieving excellence through measurable, impactful outcomes.
- **Integrity:** NeighborWorks fosters an environment of transparency and honesty that is built on respect and openness.
- **Community:** NeighborWorks seeks locally driven solutions that incorporate the views of its various stakeholders and audiences, building on diversity as a strength, and working in partnership with others to achieve results.
- **Effectiveness:** NeighborWorks is a resourceful, responsible steward, leveraging resources to maximize impact.

<u>Overview</u>	<u>Technical Assistance</u>
<u>Contact Information</u>	<u>Target Market</u>

Website: <http://nw.org>

Phone Number: (404) 526-1299

Mailing Address: 260 Peachtree Street, Suite #1000
Atlanta, GA 30303

CEO: Eileen Fitzgerald
(202) 220-2300

Inquiries: Donald R. Phoenix, District Director
dphoenix@nw.org
(404) 526-1270

Organizational Type: 501(c)(3) / Intermediary

Founded: 1978

Georgia Specific Programs: NeighborWorks America Southern district provides grants, technical assistance, and training to its Georgia network members and partners.

Technical Assistance Provided: <http://nw.org/network/training/training.asp>

Target Market:

State(s)	National	Start-ups	
Market Served	Urban/Rural		
Business Sectors	Network members and partners		
Owner Characteristics			
Other			

Geographical Areas Served: NeighborWorks America Southern district service area includes: WV, VA, NC, TN, SC, AR, GA, MS, LA, AL, FL, KY

A faint map of Atlanta, Georgia, serves as a background for the top section of the page. The map shows major highways like I-75, I-85, and I-20, as well as landmarks like the Atlanta-Fulton County Stadium and the Georgia State Capitol. The title 'Teaming Up Atlanta' is overlaid on the map in a large, blue, serif font.

Teaming Up Atlanta

Self-Help Ventures Fund and Credit Union

The nonprofit Center for Community Self-Help (or Self-Help) combines several organizations that together provide financing, technical support, consumer financial services, and advocacy for those left out of the economic mainstream. These entities include: Self-Help Credit Union, Self-Help Federal Credit Union, Self-Help Ventures Fund, and the Center for Responsible Lending. Since Self-Help's founding in 1980, the organization has reached out particularly to female, low-income, low-wealth, rural, and minority communities across North Carolina, Washington D.C., California, and many other states.

- Self-Help helps borrowers nationwide build wealth by providing fair and responsible loans to businesses, consumers, and prospective homebuyers.
- Self-Help strengthens under-served communities by financing nonprofits, child care centers, community health facilities, public charter schools, and residential and commercial real estate projects.
- Self-Help provides responsible financial services through its network of state- and federally-chartered credit unions.

Over time Self-Help has demonstrated that low-income borrowers pose no greater credit risk than other borrowers. Its borrowers have proven their determination to repay their loans, build their businesses, improve their communities, and build wealth through home ownership and home equity.

The Ventures Fund is a nonprofit 501(c)(3) loan fund capitalized with loans and grants from foundations, religious organizations, corporations, and government sources. It manages Self-Help's higher-risk business loans, real estate development, and home loan secondary market programs.

<u>Overview</u>	<u>Target Market</u>	<u>Project Profile</u>
<u>Contact Information</u>	<u>Loan Products</u>	
<u>Financial Services Provided</u>	<u>Borrower Eligibility and Use of Funds</u>	

Website: <https://www.self-help.org/>

Phone Number: (800) 476-7428

Mailing Address: 301 West Main Street
Durham, NC 27701

Lead Contact: Robert Schall, President, Self-Help Ventures Fund
bob.schall@self-help.org
(919) 956-4434

Loan Inquiries: Allison Moy
allison.moy@self-help.org
(919) 956-4414

Organizational Type: Credit Union and Nonprofit Loan Fund

Founded: 1980

Financial Services Provided:

<i>Loans - Microenterprise (up to \$50,000)</i>	<i>NC only</i>	<i>Loans to consumer</i>	<i>NC only</i>	<i>SBA Microlender</i>	<i>NC only</i>
<i>Loans – Small Business</i>	<i>NC only</i>	<i>Depository accounts to consumers</i>	✓	<i>SBA 7(a) Microlender</i>	<i>NC only</i>
<i>Loans – Affordable housing</i>	✓	<i>Loans – residential mortgage</i>	<i>NC only</i>	<i>RMAP</i>	
<i>Loans – Community facilities</i>	✓	<i>Loans – commercial real estate</i>	✓	<i>USDA Intermediary</i>	✓

Georgia Specific Programs:

Historically, Self-Help has not been a significant lender in GA and is not especially familiar with the Atlanta/GA market. As such, Self-Help's goal is not to become a substantial, direct lender in GA. However, Self-Help would be interested in financing select real-estate based projects that are referred by local GA-based CDFIs, to the extent that such CDFIs are unable to finance the transaction on their own. In processing these loans, Self-Help would be willing to work in tandem with the referring CDFI on underwriting, etc., so that the referring CDFI can build internal capacity and remain involved in the project.

Self-Help is particularly focused on projects in the following sectors: charter schools, access to healthy foods, energy efficiency, renewable energy, multifamily affordable housing, and bulk single-family affordable housing. To finance a project in GA, the loan to the project must be minimally \$1 million. Further, in order to comply with Self-Help's lending policy, it must either be: (1) a facility loan to a charter school; or (2) meet the eligibility requirements for either the Neighborhood Stabilization Program or the NMTC program (from a geographic, purpose, and impact standpoint), even if those programs are not ultimately used to finance the loan. Additionally, the project must have demonstrable community impact through job creation, affordable housing units, contribution to a larger revitalization plan, catalyze future redevelopment, etc. Self-Help typically requires collateral (preferably real estate) to fully secure a loan to a borrower.

Target Market:

State(s)	NC, CA, DC and nationwide*	Start-ups	
Market Served	Urban/Rural		
Business Sectors	Commercial real estate, charter schools, access to healthy foods, multifamily affordable housing, and bulk single family affordable housing		
Owner Characteristics	Low-and moderate-income, women-owned, minority-owned		
Other	Strong community impact		

* Outside of NC/CA/DC, the project must be eligible for either: (1) the NMTC program from a geographic, purpose, and impact standpoint; (2) the Neighborhood Stabilization Program; or (3) be a facility loan to a charter school.

Geographical Areas Served: NC, CA, DC and nationwide. See note above for conditions of investing outside of NC, CA, and DC.

Loan Products (available for Georgia):

Product Name	Description	Amount	Interest Rate	Term
Commercial Real Estate Loans	Loans to office, retail, or mixed use projects (which may include residential uses) in NMTC eligible areas	\$1,000,000 to \$15,000,000	Varies: contact for more info	Varies: contact for more info
Charter School Loans	Loans to high performing charter schools serving low-income communities or populations, with a track record of 3+ years	Same as above	Same as above	Same as above
Access to Healthy Foods	Loans to organizations and businesses that work in the mid-tier value chain (e.g., distributors, aggregators, etc.) and retailers that are working to create healthy food systems	Same as above	Same as above	Same as above
Multifamily Affordable Housing	Loans to businesses and organizations that are developing or rehabilitating properties for the purpose of multifamily affordable housing	Same as above	Same as above	Same as above
Bulk Single Family Affordable Housing	Loans to businesses and organizations that are developing or rehabilitating single family homes on a large scale, and ensuring the long-term affordability of such homes	Same as above	Same as above	Same as above
Energy Loan Fund	Loans to businesses and organizations for energy efficiency upgrades and renewable energy installations on existing buildings. Typically, the loan is part of a larger acquisition/rehab or new construction loan. Only the portion of the overall budget that is attributable to the energy efficiency features will be eligible for the interest rate reduction, and results in an overall lower, blended rate for the whole project loan.	No limits	150 bps reduction on standard pricing for renovation projects in Atlanta: contact for more info	Same as above

Minimum and Maximum Loan Size: \$1,000,000 minimum, \$15,000,000 maximum

Term of Loan:

Line of Credit		7-10 years	✓
0-7 years		10+ years	✓

Borrower Eligibility and Use of Funds:

Loans outside of NC, CA, and DC must be eligible for the New Markets Tax Credit Program or Neighborhood Stabilization Program, or be a facility loan to a charter school.

Online Application: <http://www.self-help.org/business/loans-credit>

***Project Profile* | Self-Help Ventures Fund
Southeast Atlanta Charter Middle School**

Self-Help Ventures Fund provided a \$1.3 million loan to the Southeast Atlanta Charter Middle School. This New Markets Tax Credit Loan allowed an existing middle school in a low-income area of Atlanta to expand its facilities and meet the growing demand for students.

The Southeast Atlanta Charter Middle School expanded its facility to accommodate 160 new students. The school serves mostly low-income and minority children. The loan also helped to maintain the existing 80 spaces.

The total cost of the project was \$1,827,237. Self-Help Ventures Fund financed \$1.3 million and the remainder was borrower equity. The New Markets Tax Credit program allowed Self-Help Ventures Fund to provide a discounted loan rate of 7-year Treasury +240 basis points over a 7-year term.

Self-Help Ventures Fund estimates that the financing will help to maintain 9 existing jobs as well as create 2 new jobs in addition to expanding Southeast Atlanta Charter Middle School to have capacity for a total of 240 students.

