

# NMTC ADVISORY SERVICES

**UNITED FUND ADVISORS (“UFA”) is a financial services firm that provides triple bottom line returns to partners, projects and communities nationwide.**

UFA creates, capitalizes and manages investment funds, and structures and closes tax-advantaged real estate and renewable energy transactions. As a leader in the New Markets Tax Credits (“NMTC”) industry, UFA assists and advises community developers, lenders and investors with NMTC financing.

## **+SOURCING, STRUCTURING, AND CLOSING NMTC INVESTMENTS**

On behalf of community developers, investors and Community Development Entities (“CDEs”), UFA provides comprehensive advisory services in connection with receipt and deployment of NMTC financing, including:

- Sourcing and securing tax credit equity and debt;
- Securing NMTC allocation from third-party CDEs;
- Structuring and closing Qualified Equity Investments (“QEIs”) and Qualified Low-Income Community Investments (“QLICs”), including managing the entire financing closing team (such as various allocatees, lenders, developers and investors), facilitating financial models, finalizing term sheets and related agreements and facilitating funds flows;
- Analyzing and managing front-end risk in light of compliance with all NMTC statutory rules and regulations, including completion of a NMTC Borrower Questionnaire to demonstrate that the ultimate Qualified Active Low-Income Community Business (“QALICB”) is qualified and that the project satisfies the terms and conditions of the CDE’s Allocation Agreement as well as all other NMTC statutory and regulatory requirements;
- Analyzing and assessing the complete quantitative and qualitative community impacts of the projects to be financed, including reporting aggregated data in a “Community Impacts Report” to NMTC investors and other stakeholders affiliated with the CDE and the projects.

## **+APPLYING FOR NMTCs**

UFA advises potential NMTC applicants with completion and submission of NMTC Allocation Applications, including:

- Advising on formation and structure of a CDE;
- Analyzing incorporation of NMTCs into the applicant’s business;
- Advising on preparation and submission of applications for NMTCs;
- Analyzing community and economic development impacts;
- Gathering supporting documents and financial, demographic and community impact data in support of a NMTC application;
- Negotiating and receiving commitment letters from investors and lenders.

### **Need Assistance?**

For more information please contact Cam Turner, Principal, at 503.546.2639 or [cam@unitedfundadvisors.com](mailto:cam@unitedfundadvisors.com).