

# NMTC TIMELINE

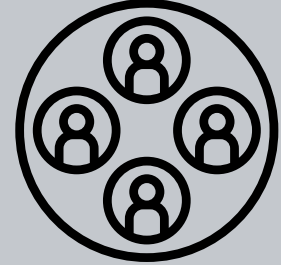


The overall NMTC process from engagement to financial closing is estimated to be 6-12 months. Below are the major milestones and steps to obtaining NMTCs for your project.



## 1 QUALIFIED LOCATION

Determine if your project is located in a qualified, low-income community NMTC census tract by mapping your project address at [www.cdfifund.gov/Pages/mapping-system.aspx](http://www.cdfifund.gov/Pages/mapping-system.aspx)



## 2 IDENTIFY SOURCE OF FUNDS

NMTC is used as gap financing, taking a project from 75% financed to 100%. The project Sponsor will need to identify their 75% source of funds to be used as leverage in order to take advantage of the NMTC equity benefit. The "other 75%" of proceeds come from other private institutions (such as banks) or other public incentives.



## 3 COMMUNITY IMPACTS

Project Sponsors will need to determine how their project will have a positive impact on their surrounding low-income community residences and begin to craft their community impact narrative and "But For" statement.



## 4 MARKETING PROJECT

Begin marketing and speaking with strategic Community Development Entities (CDE) that align with the Sponsor's project and the CDE's investment strategy. Determine what the appropriate NMTC structure will be based on the Sponsor's respective project.



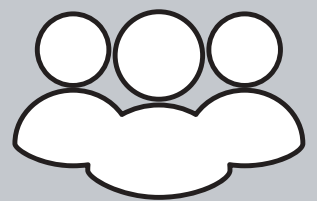
## 5 IDENTIFY STRATEGIC CDEs

Work to be identified as a strong NMTC project for multiple CDEs, so your project can be added to their pipeline for consideration when they win a NMTC award. CDEs are mission driven and can have different objectives (i.e. focus on healthcare, community facilities, manufacturing, etc.)



## 6 DETERMINE CDEs TIMING

Once Allocation Awards are announced from the CDFI Fund (usually once per year), determine if the CDEs you have been speaking with won an award. If those CDEs were successful, understand the CDE's timing and if the Sponsor's project remains in a competitive position for the CDE's allocation.



## 7 TERM SHEET PHASE

After careful consideration, due diligence meetings and community impact underwriting, the project Sponsor may be selected by a CDE to be added to their portfolio of impactful NMTC projects. This is the CDE's commitment to move forward with your project.



## 8 DEAL CLOSING PROCESS

Begin the financial closing and legal documentation process. This consists of weekly progress calls with professional service providers, CDEs, consultants, and the project sponsor team. The standard deal takes 10-14 weeks to document and close on the financing.

