South DeKalb Community Development
Capital Conversation

ANDP LOAN FUND
HOME SOUTH DEKALB
Community Development Capital Conversation
Goodwill Thrift Store & Donation Center | 2201 Lawrenceville Hwy, Decatur, GA 30033
October 30, 2019: 10:00 am – 11:30 am

Today’s Agenda

Welcome & Introductions.................................................................................................... Ken Woods, Chair
Home South DeKalb Advisory Council

Special Remarks.......................................................................................... Dorian DeBarr, Interim President
Decide DeKalb Development Authority

Keynote Remarks........................................................................................ The Honorable Michael Thurmond
CEO, DeKalb County Government

Home South DeKalb Update ................................................................................................ James Cromartie
Home South DeKalb Manager, ANDP

ANDP Loan Fund Overview ................................................................................................ Mandy Eidson
Loan Fund Manager, ANDP

Underwriting Process and
Reinvestment Fund (RF) Loan Products.......................................... Christina Szczepanski, Managing Director
Southeast and Structured Finance, RF

Robert Cox, Sr. Senior Director
Housing and Commercial Real Estate Lending, RF

ACE Loan Overview....................................................................................... Ray Pennie
President, Small Business Development
Access to Capital for Entrepreneurs

Closing Remarks & Next Steps.................................................................................... John O’Callaghan
President & CEO, ANDP

ABOUT ANDP LOAN FUND

Established in 1991, Atlanta Neighborhood Development Partnership (ANDP) is a leading advocate for the
development and preservation of affordable housing in the greater metropolitan Atlanta region. The ANDP Loan Fund
provides financing to nonprofit and for-profit housing developers that create affordable housing, mixed income, and
mixed-use projects. Since inception, the ANDP Loan Fund has loaned over $44.6 million to help finance more than
5,688 units of affordable and mixed-income single-family and multi-family housing.
Is Your Project Ready for Capital?
Special Financing for Community Development in South DeKalb

DISCOUNTS FOR SOUTH DEKALB

The ANDP Loan Fund is currently focused on increasing its investments in South DeKalb County – where ANDP recently made a $20 million, three-year commitment to seed new investments in affordable homeownership and rental housing. Through our Home South DeKalb initiative, we are offering discounted interest rates for developments in South DeKalb through the end of 2021. Our loan prices will be 200 basis points below typical market rates (i.e. in the 3% to 4.5% range), subject to borrower/project profile and mission alignment.

REACH FURTHER WITH PARTNERS

ANDP has a unique partnership with Reinvestment Fund – one of the nation’s largest CDFIs – that allows us to provide financing for health centers, charter schools, and other community development projects beyond housing. Reinvestment Fund underwrites and services ANDP’s loans and participates in co-lending opportunities when possible, allowing borrowers to leverage additional capital for their projects.

LOAN PRODUCTS AND OFFERINGS

ANDP tailors its loan products to meet borrowers’ needs. Our loans typically have the following characteristics:

PRODUCTS: Predevelopment, acquisition, construction/rehab, bridge financing, lines of credit, and mini-permanent debt.

USES: Affordable single-family and multifamily development, mixed-income development, charter schools and other community facilities.

LOAN SIZE: Minimum $500k (exclusions apply); Maximum $1.5 million*

TERMS 12-24 months for construction, acquisition. 3-7 years for mini-permanent debt.*

* Up to 20 years and $10 million is possible through ANDP’s relationship with Reinvestment Fund.

Note: ANDP does not provide non-recourse debt. Personal guarantees must be provided by all for-profit borrowers.

OUR TARGET AREA

CONTACT US

For more information and to submit a loan inquiry, please visit our website at www.andpi.org/loanfund.

For general questions about the ANDP Loan Fund, contact: Mandy Eidson, meidson@andpi.org, (404) 420-1604

For questions about our underwriting process or loan applications, contact: Christina Szczepanski, christina.szczepanski@reinvestment.com, (404) 400-1130

For information about Home South DeKalb, contact: James Cromartie, jcromartie@andpi.org, (404) 420-1597
ANDP has launched Home South DeKalb, a three-year initiative to lift homeownership rates, restore family wealth, increase neighborhood stability, and improve resident health and wellness outcomes in South DeKalb. Through the initiative, ANDP will invest $20 million of its existing and new capital to improve areas hardest hit by the foreclosure crisis, especially those neighborhoods impacted by the lingering effects of negative equity. A critical component of ANDP’s Home South DeKalb initiative is the innovative partnership with DeKalb County Government. ANDP and DeKalb County are aligning resources to make the most positive community and neighborhood impact. Specifically, the initiative will coordinate with DeKalb County to ensure that county programs and services are leveraged to improve resident quality of life and neighborhood stability.