

The background of the slide is a black field filled with numerous US dollar bills of various denominations, including \$1, \$5, \$10, and \$100 bills, appearing to fall or be scattered. The bills are oriented in various directions, creating a sense of motion and abundance.

# Stacking Paper...

A Urban Developer's Guide to finding and  
aggregating Creative Finance to Build Affordable  
Housing

# Problem:

1. There is a plaguing gap between the amount a building is expected to produce from rents; and the amount developers will need to pay back lenders and investors. The revenues generated in occupancy do not produce enough income to build, operate, and sustain the developers financial obligations after sourcing multiple types of interest based loans, and other gap financing.
2. Developers seek to find Government Subsidies but the available monies change from municipality to municipality, so developers must seek out consultants to aide them in finding local monies and incentive programs that are available to cut down their cost.

## PROBLEM STATEMENT

The lack of security with rental income causes developers to seek Creative Finance Options to fill in the Funding Gap.

But where do they Look?

How can they know what their projects qualify for?

# Potential Solutions

## 1. INTERACTIVE MAPPING TOOLS

FOCUSED ON FINDING AND LOCATING (GIS based) CREATIVE FINANCE OPPORTUNITIES BY STATE, REGION, DISTRICT, MUNICIPALITIES

## 2. CAPITAL STACKING

Layering region based Government Subsidies, Economic Based Incentive Programs with Private Financiers, and additional privatized programs based on various Public Private Partnerships interest

## 3. INCENTIVES

Attracting Investors through layering Incentive programs that give benefits to the Investors rather than kickbacks.

# Collaboration

- Government Municipalities
- Work with Tech Professionals to enhance Interactive tools such as
  - Ex:UM Miami Mapping Tool, Urban Footprints, etc.
- Work with Federal Agencies such as HUD to provide a list of Grants, Programming, and Investment Policies that can assist in Locating the appropriate funding
- Identify Foundations and Non-Profit Entities that can assist in campaigning and lobbying for new housing development programs

# Capacity Building

Developers need more accessible information on local and national finance opportunities in affordable housing.

In order to increase the capacity of Government entities to attract Affordable Housing Developers and Investors there is a need for funding, technology innovation, and transitional marketing to create tools to assist the fund development process and the digital communications market:

- Funding or a Partnership between a tech org and existing Online Mapping Portals
- Criteria Checklist per opportunities
- Digital Applications for each opportunity
- Identify all Incentives to Investors both Private & Public
- Reverse Incentives through CBA's for the community

# **Innovation**

**The easy solution to this problem is Technology and Innovation.**

- **GIS Tool to Locate the Various Funding Opportunities**
- **Map Overlaying for Incentives**
- **Application Management System**
- **Digital- Permitting Qualifications & Processing**