



IFF and CRF P3 Loan Fund

Prepared for: GCP and CDA P3 Webinar

Date 4/21/2020



Sharing a mission of change



Agenda

- About IFF
- CDA, GCP, IFF collaborative effort
- Helpful Tips
- Application process
- Q&A

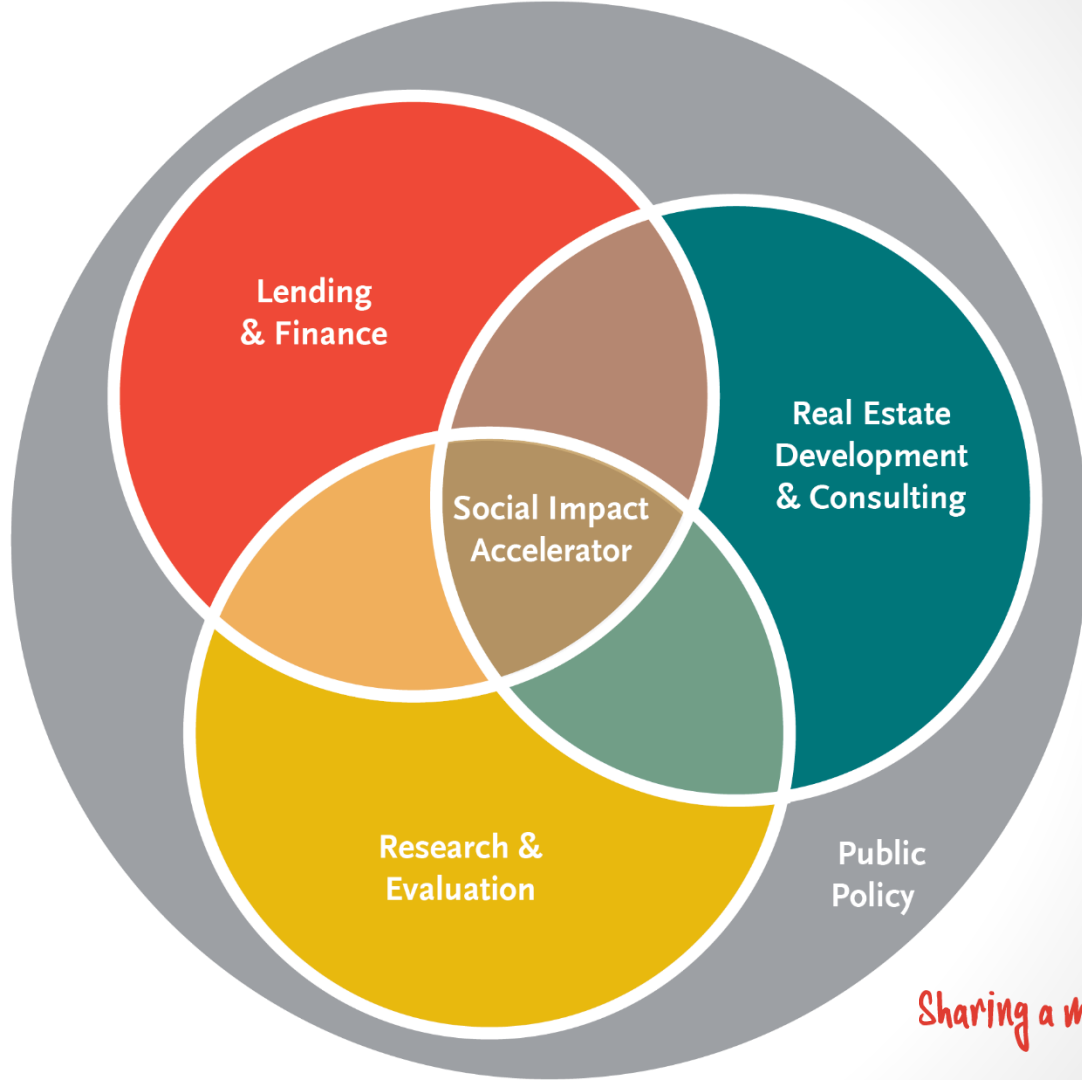
About IFF

- Nonprofit lender, real estate consultant, and developer founded in 1988, with more than \$845 million in total managed assets
- Rated ★★★★★ AAA+ from AERIS, positioning IFF as one of the handful of CDFIs in the country to merit this top rating for both impact and financial condition
- Assists nonprofits across human service sectors – including health care, education, child care, and housing – serving low-income or special-needs populations
- Operates in 9 Midwest states – Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Ohio, and Wisconsin – and the adjacent metro areas of Louisville and Northern Kentucky
- Staffed by more than 100 professionals with significant experience in commercial banking, community and economic development, nonprofit operations, real estate, planning, engineering, green design, architecture



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Leading comprehensive community development



IFF's Footprint

IFF serves nonprofits and communities throughout our Midwest footprint, which includes these 9 states and the adjacent metro areas of Louisville and Northern Kentucky.

- **IFF** office location
- **propel** lending partner
- **CINCINNATI DEVELOPMENT FUND** lending partner



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About CRF

- Community Reinvestment Fund (CRF) is a fellow nonprofit CDFI
- P3 partnership combines IFF's nonprofit lending expertise with CRF's SBA program

The background image is a composite of three photographs of a modern art gallery. The left side shows a long hallway with white walls, wooden pillars, and various artworks. The top right shows a person walking on a dark staircase with a glass railing. The bottom right shows two people standing in a gallery space, looking at art on the wall. A semi-transparent white box with a faint geometric pattern is overlaid in the center, containing the title and bullet points.

P3 Fund to support Nonprofits

- IFF and CRF aim to deploy \$50 million of P3 loans to Midwest nonprofits
- You do not be an existing borrower to apply
- We welcome smaller loan applications

Application Status

You have not applied yet

A photograph of a modern building with a mix of wood and stone cladding. The building has large windows and a sign that reads "BLACK ENSEMBLE THEATRE". A white rectangular box is overlaid on the center of the image, containing text.

Application Status

You have just started an application
Submit intake form?

A photograph of the Black Ensemble Theatre building at dusk. The building features a modern design with vertical wood slat siding and large glass windows. The name "BLACK ENSEMBLE THEATRE" is visible on the left side of the building. A white semi-transparent box is overlaid on the right side of the image, containing the text "Application Status" and a question.

Application Status

Formally applied – submitted all outstanding documentation?

A photograph of the Black Ensemble Theatre building at dusk. The building features a modern design with vertical wood slat siding and large glass windows. The interior lights are on, and the building's name is visible in illuminated letters on the left side. A white rectangular box is overlaid on the center of the image, containing the text 'Application Status' and 'Received a declination letter?'.

Application Status

Received a declination letter?



IFF/CRF Application Process

Step 1: Tell Us You're Interested in P3 through IFF

The first step is to submit this form, and then someone from our dedicated P3 staff will be in touch with you within 24 hours. IFF is here to answer your questions about the program and coach you through the process to ensure your application is complete. We are committed to making sure our nonprofit partners understand the requirements of the program and feel empowered to make the best decisions possible toward their long-term resiliency.

Full Name:

Organization:

City, State:

Email:

Best phone number to reach you right now:

Submit Form

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Prepare Documents

General Business Information (legal name, legal structure, Tax-ID, date of formation, address)

Articles of Incorporation/Organization

By Laws/Operating Agreement

All owners Driver's Licenses (front and back) (since this is a nonprofit, we will have to use the executive director)

Tax returns for 2018 or 2019

Trailing twelve-month profit and loss statements



Prepare Documents

Payroll Reports, Tax forms or journals for 2019 and 2020, such as:

- 2019 or other 12-month Payroll Journals (some services have a PPP Payroll report you can download—check with your payroll service.)
- 2019 and 2020 Forms 941 (Employers Quarterly Federal Tax Return)
- 2019 W-3 (Transmittal of Wage and Tax Statements)
- List of employees and their pay if any received more than \$100,000 in the last 12 months.
- Recent payroll report that shows the number of employees as of February 15, 2020 (one that includes that date).

Prepare Documents

Accounting records and documents for 2019 and 2020 Year to Date

You will need to summarize other eligible 'payroll costs' that can increase your loan amount.

- Group Health Benefits and Insurance o Retirement Benefit expense
- State and Local Taxes on Compensation (like unemployment taxes)

Last 3 months bank statements showing payroll and related expenses being paid

Use our calculator to estimate your Average Monthly Payroll Costs and Requested PPP Loan Amount using the payroll information above.





STEP 1
Complete
questionnaire on
this page



STEP 2
Receive welcome email
to create secure login
to application portal



STEP 3
Upload required
documentaion



STEP 4
Submit loan for
review

All loans subject to credit approval and final guidance from the SBA on the Paycheck Protection Program. Funds are limited and subject to availability.



Helpful tips

The background image is a photograph of a modern art gallery. It features large, dark wooden pillars and a staircase with a glass railing. The walls are white and display various colorful artworks. The lighting is warm and focused on the art. The text is overlaid on a white rectangular box in the center of the image.

Helpful tips

- Invite a financial professional on your support team to assist you with the application.
- Be prepared to submit an application during our initial call.
- Provide any outstanding documents to the processor as soon as possible.

Questions?



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