



REAL ESTATE IMPACT PROGRAM

Nonprofits and affordable housing providers rely on real estate to serve their communities, but securing financing for these projects is often complex and challenging. While nonprofits frequently launch capital fundraising campaigns, they may still require expertise, bridge funding, or the ability to move quickly on property acquisitions.

Affordable housing projects in particular, involve intricate financing structures that depend on multiple funding sources and subsidies to ensure families have a safe and stable place to call home.

Our Real Estate Impact Program is designed to meet these needs - offering accessible, mission-aligned lending solutions and acting as a trusted partner to help preserve and expand vial community assets.

SHARING CONNEXION
SUPPORTS MISSION
FOCUSED REAL
ESTATE PROJECTS!



HOW WE CAN HELP

PRE-DEVELOPMENT LOANS

Pre-development loans provide money to a project prior to construction funding with repayment most likely coming from the construction loan. The general guideline for predevelopment loans is no greater than \$750,000 and no longer than a 24 month term. It will likely be secured by a lien on the land. These are more commonly used for affordable housing.

BRIDGE LOANS

Bridge loans are flexible in use. It is intended to be a gap funding source with a strong financial position. Bridge loans are uniquely structured so the repayment will vary depending on the project. The maximum term is 36 months or less. The maximum amount is \$2,500,000. The preferred (or more likely to receive funding) amount is under \$1,000,000.

ACQUISITION LOANS

Acquisition loans are used for the purchase or acquisition of land or an asset in need of improvements. The borrower would likely be repaying through a construction or permanent loan. The term for an acquisition loan should be no more than 24 months, but in rare cases could be up to 36 months. The maximum amount is \$2,500,000, and the preferred (or more likely to receive funding) amount is under \$1,000,000.

HOW OUR FUNDING WORKS



FirstBank is a proud partner of Sharing Connexion Inc, (SCI), having made a generous commitment of a **\$30 million credit facility** to support our mission. In addition, we collaborate with other lending institutions through their **Community Reinvestment Act (CRA)** programs to further amplify our impact.

Our **Sharing Connexion Impact Fund (SCIF)** plays a critical role in underwriting our Real Estate Impact loans, utilizing a blended capital approach. SCI continues to expand the SCIF through **invested subscribers** and **sustainable programming model** that recycles payments from previous loans to fund new opportunities.

To learn more about our funding process and procedures, please refer to page 3.

APPLICATION & PROCESSES



#1

Inquiry Form

Fill out the Inquiry Form on the Real Estate Impact page or follow this link:
[REAL ESTATE IMPACT INQUIRY FORM](#)

#2

Meeting

Staff schedules an initial meeting, either in-person or virtual, to learn more about the project and assess loan priorities and mission alignment.

#3

Application

If a project aligns, we will send you our loan application.

#4

Review Period

The Investment Committee will review application and materials and will reach out with additional clarifying questions or requests during this time.
Please expect a minimum of 30 days.

#5

Terms

Once reviewed and if approved, a term sheet will be sent. If accepted, the term sheet will be signed by applicant.
Deposits will be collected at this time to cover the costs of necessary third-party reports.

#6

Loan Closing

Once the requirements are met the project will go to the board for final approval. Loan proceeds will be wired at day of closing or withing 24 hours.
Term sheet to closing could take 30-45 days.

REPAYMENT

Repayment timelines are set forth in the term sheet. Sharing Connexion allows prepayment on all loans after 12 months. Prepayments require five business days advanced notice. Funds will be repaid via wire.

LOAN PRIORITIES

AFFORDABLE HOUSING

- Deep Affordability
- Affordable Homeownership
- Areas Vulnerable to Displacement
- Permanent Supportive Housing
- Family Friendly Housing
- Transitional Housing
- Housing for Unique Populations

NONPROFITS

- Shelters, Transitional Housing, & Homeless Services
- Economic Development & Employment
- Food Distribution
- Youth Development
- Civic Organizations, Capacity Building, & Community Services
- Social Services
- Therapy and Rehabilitation

OUR GLOSSARY OF DEFINITIONS

Deep affordability: serving households under 30% area median income (AMI). **Affordable homeownership:** homeownership for those under 80% area median income (AMI).

Areas vulnerable to displacement: A qualifying neighborhood is either a) in the process of gentrification, b) has a high population of minorities, or c) has rental prices that have escalated 50% or greater in recent years.

Permanent supportive housing: low-barrier affordable housing combined with healthcare and supportive services to serve chronically homeless and particularly high-need individuals. This type of housing typically targets 30% AMI households and voucher holders.

Family friendly housing: affordable housing with a high 2 to 3 bedroom count, comprising at least 25% of all units.

Transitional housing: affordable housing (60% AMI) with term-limited stays of 3 years or less.

Housing for unique populations: specialized housing developments that focus on specific populations and cater property management strategies, design, and services to serve these specific needs. "Unique populations" may include, but is not limited to, the following: persons with an intellectual disability, transitioning out of a correctional facility, needs mental health care, or who have experienced abuse or sexual trauma. Also, "unique populations" may be in regard to specific employment such as teachers and veterans.

Shelters, transitional housing, & homeless services: nonprofits focused on short-term, immediate housing solutions for disadvantaged persons experiencing housing instability.

Economic development & employment: These nonprofits are focused job creation, skills and training, provide workforce development or support services for low-income sectors, and/or provide employment mentoring.

Food distribution: Food banks, organizations creating health food access, and/or food delivery organizations.

Youth development: These organizations help youth 18 and under learn skills and competencies to become good citizens. They may be educational, mentoring-focused, scholarship-focused.

Civic organizations, capacity building, & community services: These organizations typically have a high volunteerism component. They may support other nonprofits and community efforts with financial assistance, training, resources, and/or professional services. They may focus on revitalization, clean up, and community building.

Social services: nonprofits that provide counseling, subsidy distribution, adoption/foster care services, healthcare subsidies, job procurement assistance, or advocacy for children.

Therapy and rehabilitation: may serve mental healthcare needs, substance abuse, and/or specialized treatment.

CASE STUDY: Holly 38 Apartments

Located in Denver's Park Hill neighborhood, Holly38 Apartments were developed by Delwest Development Corporation to address the city's pressing need for affordable housing. This community offers two, three, and the rarely available four bedroom units to households earning 30% to 80% of the area median income (AMI).

To make this project possible, Sharing Connexion, Inc. (SCI) provided a \$2.7 million acquisition loan to help Delwest secure the land. With SCI's support, along with other partners, Delwest successfully delivered 253 affordable housing units to Denver families.

"Sharing Connexion Inc. provided a pre-development loan for a large new affordable housing development. Beyond the funding itself - offered on fair and reasonable terms – SCI's deep technical understanding of our deal, validation of our plan, and strong industry reputation helped attract additional partners to the project." – Joe DelZotto, President, Delwest Development Corp.



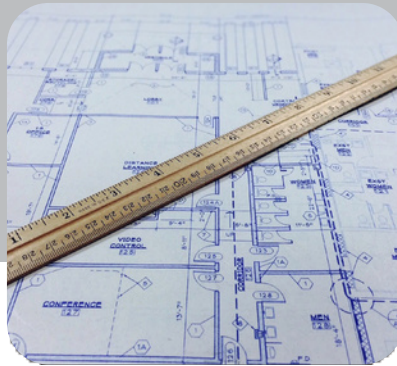
CASE STUDY: Spring Creek Apartments

Spring Creek Apartments in Gypsum, Colorado, primarily developed by Gerry Flynn of Polar Star Properties, aimed to alleviate unaffordability burdens on multiple levels. Phase I provides 150 low-income housing tax credit units targeted at households earning up to 60% AMI. Phase II produced 132 units of 'workforce housing,' or households with AMIs of 80 to 120%, and includes 72 two- or three-bedroom apartments, which will help serve cost-burdened families.



Sharing Connexion provided a \$1.75 million bridge loan under its Real Estate Impact program, which was used for planning and pre-development expenses for Phase II. The Phase II workforce housing is often referred to by affordable housing advocates as the "Missing Middle," since moderate-income housing projects can be particularly difficult to develop due to lack of subsidies, high land valuations, and construction costs. Sharing Connexion was proud to support this project.

"It was also a pleasure working with you all. The only glitch we had was beyond our collective control [the delays caused by early days of processing COVID-19 PPP loans]. Everything after that went smoothly and we actually got it paid off prior to initial maturity... The bridge loan was a breeze. You all were easy to deal with and always solution oriented. We would absolutely work with you again if the opportunity arises," says Gerry Flynn of Polar Star Properties.



FREQUENTLY ASKED QUESTIONS

What type of rates and terms should we expect?

We aim to have similar rates to Community Development Financial Institutions (or CDFIs). We are not a banking entity, so we cannot compare to bank rates. We are also not a foundation, so we do not engage in Program Related Investments (PRIs) or grantmaking. Rates will vary project to project. Type of loan (balloon, interest only, etc.) will be determined based on project factors. Guidelines for term length are outlined underneath our loan types.

Do you have an origination fee?

Yes, we will have a nominal origination fee. We also have a deposit upon term sheet signing for any needed third-party reports; however, any remainder will be applied after it is underwritten.

Why should we work with Sharing Connexion?

Sharing Connexion is mission minded and supports nonprofits and affordable housing. Our team has a strong background in commercial real estate, with over 250+ years experience on our board and 1000+ years experience on our advisory board. We are not just lenders, but we are also partners. We champion real estate projects we believe in and support creative community leader's real estate vision.

What if our loan request doesn't fit within the guidelines outlined? All real estate projects can have their own unique quirks. We suggest reaching out to us for a meeting so we can learn more about why your project falls outside the guidelines. If it is an excellent priority and missional fit and the project details are sensible, we may be able to go outside of procedure.

Will you keep our project information confidential?

Yes. Sharing Connexion has a Privatization Policy on our website, and we encourage you to review it to learn more. We do ask that at time of underwriting Sharing Connexion have the option of putting out a press release and subsequently can feature you and your logo as well as testimonials in communications, with your expressed approval.

Where do you work?

Our home base is Denver, Colorado; the Real Estate Impact program is currently limited to Colorado.

MORE ABOUT US:



Formed as a 501(c)(3) public charity in 2015, Ed Anderson, the Chief Executive Officer of a for-profit real estate investment firm, founded Sharing Connexion Inc. Sharing Connexion exists to provide real estate resources, solutions, and support to nonprofits and affordable housing organizations.

OUR MISSION: To provide housing organizations and nonprofits with real estate expertise, funding and preservation.

We operationalize our mission through three unique programs:



REAL ESTATE DONATIONS

We team up with nonprofits to make real estate donations less complicated. With our expertise and partnership, we mitigate the nonprofits risk, maximize the value of the property, and arrange the sale, thus growing their funds and capacity to serve your mission.



REAL ESTATE IMPACT

We use our funds to make key real estate impact loans to buy, build, and/or renovate affordable housing projects and nonprofit program spaces. Our loan products offer low-interest solutions for mission-based real estate serving in-need populations.



REAL ESTATE RESCUE

We seek to preserve and protect affordable housing and nonprofit real estate from displacement through our short-term acquisition solution. We act as a partner to quickly save facilities, securing housing affordability or empowering a nonprofit into ownership.

OUR VISION: Real estate philanthropy will empower nonprofits and expand affordable housing options.

For more information about our programs and to follow along with updates, visit sharingconnexion.org.

On the following page, you can learn more about our team and how to contact us.

Sharing Connexion Team
and
Board of Directors



Sharing Connexion Team

Ed Anderson – Founder and President
Chérie Talbert – Chief Executive Officer
Steve Shineman – Senior Vice President
Sutton Anderson – Accounting Manager
Becky Babers – Office Administrator

Board of Directors

Ed Anderson – Chief Executive Officer, Connexion Asset Group
David Chasnow – Director of Acquisitions and Asset Management, Connexion Asset Group
Bobby Bolyard - Commercial Advisor, Kentwood Commercial
John Daskam – Partner, Milgrom & Daskam
Vaneesha Dutra Ph.D. – Professor of Finance, Morehouse College
Rob Gillis – SVP Portfolio Manager, Realty Income
Justin Gilmore – Project Manager and Director of Business Development, Gilmore Construction
Jim Mellor – Consultant, Rainmaker AEC
Glenn R. Mueller Ph.D. – Professor emeritus, Univ. of Denver, F.L. Burns School of Real Estate & Construction Mgmt.
David Ogunsanya – VP of Real Estate, Elevation Community Land Trust
Courtney Parmelee – Principal, Bootpack Investments
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