



LOW-MOD 504 PROGRAM

Morgan Stanley

Direct fund 100% of an SBA 504 loan first mortgage at **below market rates** in specific low- to moderate-income areas.

ELIGIBILITY

BASED ON THE BUSINESS LOCATION IN A QUALIFIED CENSUS TRACT IN THESE CITIES:

- Los Angeles, California
- San Diego, California
- Phoenix, Arizona
- Detroit, Michigan
- Oakland, California
- San Francisco, California
- Chicago, Illinois
- New York City, New York
- Richmond, California
- San Jose, California
- Indianapolis, Indiana
- Milwaukee, Wisconsin

BUSINESS LOCATION CAN ALSO BE IN A QUALIFIED CENSUS TRACT IN ELIGIBLE RURAL AREAS
See map and list of eligible counties below

*To determine NMTC eligibility, type project address into
<http://www.reznickgroup.com/NMTC-mapping-tool>*

PROGRAM PARAMETERS

- First Mortgage loan amounts from \$250,000 to \$2,500,000
- Premium of 3 points to selling bank (no mark-up allowed)
- Morgan Stanley to direct fund all loans
- EPC must be created for all transactions
- Multi purpose properties only
- Collateral Coverage – Max 60% LTV
- Personal Credit – Minimum FICO of 680
- Cash Flow Coverage – Generally consistent with CDC global cash flow
- DSCR Requirement of 1:1 DSC for last fiscal year and interim
- Prepayment penalty: 7-year lock out with no prepayment allowed
- Loan Fee of .5% for SBA participation fee

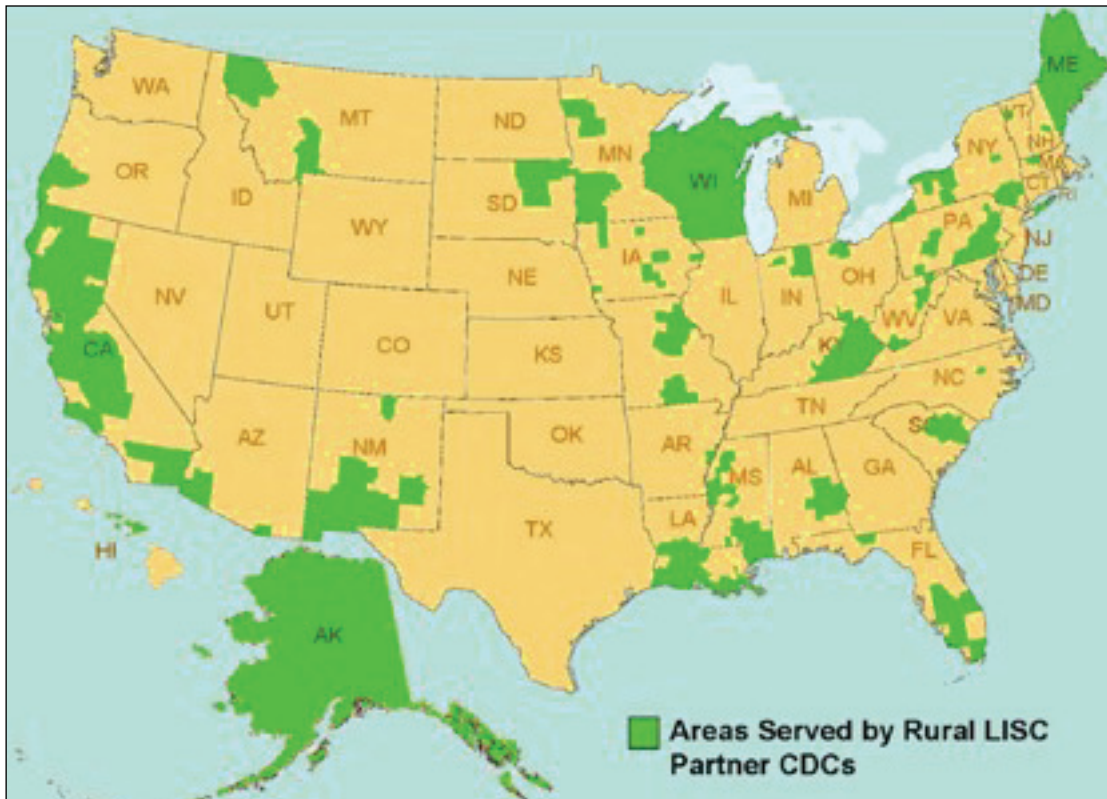
RATE & TERMS

- 30-year loan: interest-only for 3 years followed by 27 year amortization
- Fixed at 5 year libor swap + 275 basis points fixed for 7 years
- After 7 years adjusted to 90 day Libor Swap + 350 basis points with quarterly resets

*Click for current LIBOR swap rates:
<http://www.federalreserve.gov/releases/h15/update/>*

NEW MARKETS TAX CREDIT ELIGIBILITY FOR LOW-MOD 504 PROGRAM

LISC – Local Initiatives Support Corporation – works in conjunction with Morgan Stanley and CDC Capital Markets to administrate the NMTC portion of the Low-Mod program in the following parts of the United States eligible rural areas.



STATE

ELIGIBLE COUNTIES

AK	All counties
AL	Barbour, Bullock, Coosa, Crenshaw, Elmore, Lee, Lowndes, Macon, Montgomery, Pike, Russell, Tallapoosa
AR	Phillips
AZ	Santa Cruz, Yuma
CA	Santa Barbara, Ventura, Riverside, Imperial, Butte, Glenn, Lassen, Plumas, Shasta, Sutter, Tehama, Yuba, Amador, Calaveras, Colusa, Contra Costa, El Dorado, Napa, Nevada, Placer, Sacramento, San Joaquin, Shasta, Solano, Sutter, Tehama, Yolo, Yuba, Mendocino, Humboldt, Lake, Siskiyou, Tehama, Del Norte, Fresno, Kern, Kings, Madera, Mariposa, Merced, Stanislaus, Tulare, Santa Clara, San Benito, Monterey, Santa Cruz
FL	Charlotte, Collier, DeSoto, Glades, Hardee, Hendry, Highlands, Okeechobee, Gadsden, Leon, Miami-Dade, Saint Lucie, Martin, Indian River, Polk
HI	Maui (Island of Moloka'i)
IA	Benton, Buena Vista, Cerro Gordo, Clay, Clinton, Dickinson, Jasper, Mahaska, Marion, Mills, Tama, Wapello
IN	Adams, Allen, DeKalb, Huntinton, LaGrange, Marshall, Noble, Starke, Steuben, Wabash, Wells, Whitley

KY	Bell, Clay, Clinton, Harlan, Jackson, McCreary, Rockcastle, Wayne, Whitley, Adair, Bath, Breathitt, Carter, Casey, Clark, Cumberland, Elliott, Estill, Fleming, Floyd, Garard, Green, Greenup, Johnson, Knott, Knox, Laurel, Lawrence, Lee, Leslie, Letcher, Lewis, Lincoln, Madison, Magoff
LA	Acadia, Allen, Avoyelles, Calcasieu, Cameron, Evangeline, Iberia, Jefferson, Jefferson Davis, Lafayette, Lafourche, Plaquemines, Point Coupee, Rapides, St. Bernard, St. Landry, St. Martin, St. Mary, Terrebonne, Vermillion, Vernon, West Feliciana
MA	Franklin
MD	Garrett
ME	Androscoggin, Aroostook, Cumberland, Franklin, Hancock, Kennebec, Knox, Lincoln, Oxford, Penobscot, Piscataquia, Sagadahoc, Somerset, Waldo, Washington, York
MI	Alger, Baraga, Delta, Chippewa, Dickinson, Gogebic, Houghton, Iron, Keweenaw, Luce, Mackinac, Marquette, Menominee, Ontonagon, Schoolcraft
MN	Becker, Clearwater, Hubbard, Mahnomen, Pennington, Polk, Red Lake, Big Stone, Chippewa, Cottonwood, Jackson, Kandiyohi, LacQui Parle, Lincoln, Lyon, McLeod, Meeker, Murray, Nobles, Pipestone, Redwood, Renville, Rock, Swift, Yellow Medicine
MO	Audrain, Boone, Callaway, Cole Cooper Howard, Moniteau, Osage, Lewis, Macon, Marion, Monroe, Montgomery, Pike, Ralls, Randolph, Shelby, Douglas, Howell, Oregon, Ozark, Texas, Wright
MS	Hancock, Harison, Jackson, Holmes, Humphreys, Issaquena, Madison, Panola, Quitman, Sharkey, Sunflower, Tallahatchie, Washington, Covington, Forrest, George, Greene, Jefferson Davis, Jones, Lamar, Lawrence, Marion, Pearl River, Perry, Pike, Simpson, Stone
MT	Lincoln, Flathead, Sanders, Lake, Gallatin, Meagher, Park
NC	Wilson
NH	Belknap
NM	Chaves, Dona Ana, Grant, Hidalgo, Luna, Otero, Sierra, Socorro, Taos
NY	Chautauqua, Dutchess, Fulton, Genesee, Monroe, Niagara, Orleans, Ontario, Orange, Seneca, Steuben, Suffolk, Sullivan, Ulster, Wayne, Wyoming, Yates, Ulster
OH	Adams, Brown, Ottawa, Sandusky, Seneca, Wood
OR	Coos, Curry, Douglas
PA	Chester, Berks, Carbon, Lehigh, Monroe, Northampton, Schuylkill, Fayette, Dauphin, Lancaster, Lebanon, York, Cambria, Clearfield, Indiana, Adams, Franklin, Erie, Lackawanna,, Philadelphia
SC	Clarendon, Darlington, Florence, Georgetown, Kershaw, Lee, Marion, Richland, Sumter, Williamsburg
SD	Beadie, Brown, Day, Edmunds, Faulk, Hand, Marshall, McPherson, Roberts, Spink
VT	Chittenden
WI	All counties
WV	Barbour, Randolph, Tucker, McDowell, Mercer, Wyoming

FOR MORE INFORMATION CONTACT:

KEN ROSENTHAL

Sr. Advisor – Lending, Education and Training

858.967.7817

krosenthal@cdcloans.com

CDC Capital Markets

2448 Historic Decatur Rd #200, San Diego, CA 92106