



'26 ARIZONA
DEVELOPMENT
FINANCE &
OPPORTUNITY ZONES
SUMMIT

PANELIST

Terri Preston

Director Strategic Development and Programs

CPLC Prestamos CDFI



PRESTAMOS CDFI
A DIVISION OF CHICANOS POR LA CAUSA

NEW MARKETS TAX CREDIT PANEL

Terri Preston

Director of Strategic Development and Programs,
Prestamos CDFI



PRESTAMOS CDFI

- Prestamos CDFI, LLC (Prestamos), is a Community Development Financial Institution (CDFI) and CDE that provides high-quality financial products and services for small businesses and impactful economic development projects. Prestamos successfully promotes economic and community development in order to create jobs, revitalize communities and facilitate community wealth building.
- The CDFI provides several business and non-profit oriented programs ranging from technical assistance, to small business lending to larger more complex loan structures involving multiple lenders.
- Prestamos is the recipient of \$390 million in NMTC awards, or a total of eight (8) awards since the establishment of the program.
- The CDE utilizes both small business loan pools and leveraged structures to meet the core needs of the businesses and non-profits serving their target communities.

Prestamos has a service area which includes **Arizona, California, Nevada, New Mexico, Puerto Rico and Texas.**

- Focus on communities with a high concentration of poverty. These areas face a **significant need for subsidized capital** to support business, residents, and community stabilization and growth.

Prestamos considers transactions that:

- **Drive quality, accessible jobs and crucial community services** into highly distressed low-income communities.

With the conventional leverage product, Prestamos targets the following industry types:

- **Manufacturing & Industrial**
- **Healthcare**
- **Education**
-

With its small business loan fund product, Prestamos targets the following industry types:

- **Manufacturing & Industrial**
- **Healthcare**
- **Education**
- **Commercial Office**
- **Retail**
-



LAKE HAVASU, AZ COMMUNITY HEALTH CENTER

- Prestamos CDFI, LLC provided \$10 million in NMTC allocation to finance the construction of a medical facility in a severely distressed, HRSA-designated medically underserved community. The new health center was the first phase of a multi-phase development to transform 18,700 SF of vacant retail space into a new medical facility comprised of a specialty surgery and health center providing access to affordable health care. LHCHC committed to partnering with Chicanos Por La Causa and Mohave Community College to recruit low-income persons and community residents to fill open positions, with training and advancement opportunities offered to all employees. LHCHC also committed to financially supporting a city-operated shuttle to provide access for residents without reliable access to a vehicle.
- The project supports 28 full-time equivalent employees and supported 26 temporary construction jobs. The weighted average wage of full-time positions is \$26.01/hr., 16-times the living wage in Mohave County, AZ. All full-time positions include a comprehensive benefits package which includes paid time off, health insurance, 401(k) retirement plan, and tuition reimbursement.
- In total, the project supports the provision of quality services to 2,350 unique patients annually, of which 52% are deemed low-income persons and/or low-income community residents.

NMTC Financing Prestamos - \$10MM



- **32% Poverty**
- **68.6% AMI**
- **3.31x National Unemployment Rate**
- **Medically Underserved Community**

UVALDE, TX

LEGACY ELEMENTARY SCHOOL

- Prestamos CDFI, LLC provided \$13 million in NMTC allocation to finance the construction of a new 116,421 square foot state-of-the-art elementary school
- In the aftermath of the tragic Uvalde school shooting at Robb Elementary in May 2022, the Sponsor closed the school district for the remainder of the school year and delayed the start of the 2022-2023 school year. Elementary students were then reassigned to other campuses in the district. The project marked a significant turning point for the community, standing as a symbol of resilience and progress.
- The project is comprised of the academic wing and library, dining room and gymnasium. The vision for the project was to create an educational facility that fosters academic excellence, safety and security, accessibility and sustainability.

NMTC Financing Prestamos - \$13MM



- Nonmetropolitan area
- 23.1% Poverty Rate

UVALDE, TX

LEGACY ELEMENTARY SCHOOL

- Prestamos closed this first tranche of funding in partnership with RDF and JP Morgan chase as additional allocates
 - Total Project Costs: \$81,282,555 Total
 - NMTC Allocation: \$24,500,000
- The project anticipates serving 800 students per year – of which 90% are estimated to be low-income
- The project supported 350 temporary construction jobs and will retain 118 full-time equivalent positions



LOS ANGELES, CA

SOLA MODEL/Z MODULAR HOMES

- Prestamos CDFI, LLC provided \$13 million in NMTC allocation to finance the construction of a new 150,000 modular home manufacturing facility

The facility is located in the Watts neighborhood where almost 30% of

- households earn under \$15,000 per year

The facility has the capacity to produce nearly 10,000 units annually by

- 2029. Initial units are anticipated to be utilized in the Watts area, expanding over time throughout the United States.

- The facility supports 312 permanent full-time equivalent positions, all of which are anticipated to be quality jobs with the weighted average wage of \$31.30 per hour (64% above the Los Angeles per capita income and 31% higher than the MIT living wage. Of these jobs, 75% are expected to be hired from hard-to-place or at-risk populations, 86% being persons without a high school diploma or equivalent

NMTC Financing Prestamos - \$13MM



- 47.5% Poverty Rate
- 45.2% AMI
- 15.3% Unemployment Rate

PHOENIX, AZ

PARKER FASTNERS

- Prestamos CDFI, LLC provided a \$2 million NMTC-enhanced loan using its small business loan fund product to finance the acquisition and rehabilitation of a 56,000 square foot industrial facility for Parker Fasteners. The company is a manufacturer of commercial, aerospace and defense drive fasteners using stainless steel and super alloy materials.
- Utilizing this structure, Prestamos was able to offer Parker Fasteners below-market terms including:
 - 50%+ below market interest rate
 - No origination fee
 - 7-year period of interest only payments
 - Higher than standard Loan-to-Value
 - Flexible underwriting standards (compared to conventional CDFI loans)
- In total, the financing supported \$5.63 million of total project costs and supported the creation of 50 permanent full-time jobs.

NMTC Financing Prestamos - \$2MM



- 26.3% Poverty Rate