



**'26** ARIZONA  
DEVELOPMENT  
FINANCE &  
OPPORTUNITY ZONES  
SUMMIT

PANELIST

# Terri Preston

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CPLC Prestamos CDFI



**PRESTAMOS CDFI**  
A DIVISION OF CHICANOS POR LA CAUSA

# PRESTAMOS CDFI OVERVIEW & IMPACT

Prestamos CDFI

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Director of Strategic Development and Programs,  
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**Arizona Commerce Authority**

'2026 Development Finance & Opportunity Zone Summit

April 1 - 2, 2026



# ABOUT CPLC

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## MISSION

We drive economic and political empowerment.

## VISION

Empowered Lives

## VALUES - CORE IQ

- Community
- Ownership
- Respect
- Empowerment
- Integrity
- Quality

# PROGRAMS & SERVICES

| HEALTH & HUMAN SERVICES   | HOUSING   | EDUCATION  | ECONOMIC DEVELOPMENT  |
|---|---|--|---|
| <ul style="list-style-type: none"><li>• Health Insurance</li><li>• Behavioral Health</li><li>• Immigration</li><li>• HIV Services</li><li>• Domestic Violence</li><li>• Parenting Education</li><li>• Substance Abuse</li><li>• Senior Services</li></ul> | <ul style="list-style-type: none"><li>• Family Assistance</li><li>• Homelessness</li><li>• Affordable Housing</li><li>• Rural Housing</li><li>• Housing Counseling</li><li>• Mortgage Loans</li></ul> | <ul style="list-style-type: none"><li>• CPLC Early Childhood Development Community Schools</li><li>• Adult Education Scholarships Youth Enrichment</li></ul> | <ul style="list-style-type: none"><li>• Commercial Development</li><li>• Small Business Lending</li><li>• Workforce</li></ul> |

# DIRECT CLIENTS SERVED BY BUSINESS UNIT IN FY24/25



Social Services & Education

39,039



Integrated Health & Human Services

7,859



Real Estate Operations - AZ

6,413



Early Childhood Education -AZ, TX, CO, NM

2,671



Economic Development -AZ

1,845

\*Data & Visualizations credit to CPLC Research & Evaluation Team

# PRESTAMOS IMPACT OVERVIEW



# TECHNICAL ASSISTANCE

Only 50% of small businesses survive beyond the first 5 years, but with technical assistance, that survival rate jumps to 90%

**1,597**

Clients coached in FY24-25  
in Arizona (66%) and Nevada (33%)

*“I am very grateful for all the information provided. It has been very helpful in getting organized and starting out on the right foot. Congratulations on your good work and commitment to the community. Blessings.”*



# BUSINESS LENDING

77% of small businesses worry about accessing capital. Historically underrepresented entrepreneurs drive new business creation yet face the greatest barriers to traditional lending.

**\$24.5M** FY 24/25 Capital Deployment

**85** Loans to new businesses in FY 24/25

**40** Prestamos business loans above microloan category (\$50k)

*Prestamos funds businesses at all growth stages, from start ups to large community projects.*



# ASCENT ON BROADWAY

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# 161 UNIT AFFORDABLE HOUSING PROJECT

This wood-frame construction project includes 2 buildings with 2-4 stories and 161 parking spaces.

- Tenants pay electric.
- Owner pays for water and sewer

Placed in Service Date

**12/31/2025**

Current Occupancy

**96%**



# ALL UNITS AFFORDABLE



## UNIT TYPES

- 10 Studio Units
- 1 Bedroom/1 Bath
- 2 Bedroom/2 Bath
- 3 Bedroom/3 Bath

## AMI TARGETING

- At least 11 units at 40%
- At least 21 units at 50%
- At Least 129 units at 60%

## ALL UNITS INCLUDE:

Blinds, dishwasher, garbage disposal, microwave, refrigerator, and stove/oven

## COMMUNAL AMENITIES INCLUDE:

Business center, clubhouse, laundry, outdoor fitness equipment, picnic areas, playground, splash pad, service coordination and free WiFi in common areas

# FUNDING SOURCES

|                     |  |
|---------------------|--|
| \$14,500,000        | Permanent Financing                    |
| \$20,756,422        | LIHTC Equity                           |
| \$4,540,021         | Sponsor Debt                           |
| \$650,000           | Seller Carry Back Loan                 |
| \$61,588            | Seller Carry Back Differed Interest    |
| \$3,000,000         | ADOH Loan                              |
| \$99,214            | ADOH Differed Interest                 |
| \$1,000,000         | City of Phoenix Loan                   |
| \$19,627            | City of Phoenix Differed Interest Loan |
| \$100               | GP Equity                              |
| <b>\$47,225,371</b> | <b>Total Sources</b>                   |



# USES



|  |                     |
|--|---------------------|
| Acquisition                              | \$1,600,000         |
| Construction                             | \$34,639,049        |
| Professional Fees & Indirect             | \$1,184,350         |
| Construction & Permanent Financing Costs | \$5,220,422         |
| Soft Costs                               | \$376,953           |
| Deferred Development Fees                | \$3,448,477         |
| Project Reserves                         | \$756,120           |
|  | <b>\$47,225,371</b> |

# VICTORY COLLEGIATE ACADEMY

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# PROJECT OVERVIEW

- Victory Collegiate launched in fall 2017 as a flagship public charter school serving kindergarten to 8th grade students. As a non-profit organization, the Academy focuses on a “healthy body, healthy mind, whole child” philosophy offering a tuition free, high-quality education with a holistic approach to student wellness and academics.
- The school aims to provide a safe, high-quality education that encourages original thought and addresses the diverse needs of all students, including specialized academic, physical, and nutritional support.



# KEY PROGRAMS



- Mental health services
- Community food pantry
  - non-perishable produce and household supplies
- Student Meals:
  - Breakfast, Lunch & Afternoon Snacks
- Angel Program
  - Pairs students facing poverty with donors that support school supplies, uniforms and counseling
- Academic and Future Planning
  - Personalized support for general and special education, and English Language Learners
- Victory Scholars Program
  - Offering mentorship, career assessments and internships for middle schoolers
- Specialized Summer Camps
  - In partnership with the YMCA

# OTHER DETAILS

- Victory Collegiate Academy (VCA) was formed in 2015
- Initially sought funding to remodel, install modular offices/classrooms and working capital. The NFP had entered into a lease for the facilities in 2017 which was set to expire in 2022. Prior to expiration of the lease, VCA sought funding to support acquisition of the property.
- Post funding of the \$4.5MM project, Prestamos converted the \$4MM loan into one of its NMTC Loan pools



# FUNDING OVERVIEW

## SOURCES & USES

| USE OF PROCEEDS      | NMTC - Prestamos      | Prestamos - OSC<br>Prestamos - OCS- SE | Owner's Equity -<br>Victory Cash<br>Injection | TOTAL                 |
|----------------------|-----------------------|--|---|-----------------------|
| Building Acquisition | \$2,500,000.00        | \$0.00                                 | \$3,000,000.00                                | \$2,800,000.00        |
| Building Addition    | \$1,200,000.00        | \$0.00                                 | \$0.00  | \$1,200,000.00        |
| Working Capital      | \$3,000,000.00        | \$200,000.00                           | \$0.00  | \$500,000.00          |
| <b>TOTALS</b>        | <b>\$4,000,000.00</b> | <b>\$200,000.00</b>                    | <b>\$300,000.00</b>                           | <b>\$4,500,000.00</b> |

