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| 2018 NMTC Coalition Survey |
| Welcome |
| Thank you for supporting the New Markets Tax Credit Program by participating in our annual questionnaire. This survey requests information on all NMTC activity in calendar year 2017 (1/1/2017 through 12/31/2017). The survey should take about 90 minutes to complete.  The data collected in the survey will be compiled and released in the Coalition’s 2018 NMTC Progress Report. All data will be presented at an aggregate level to ensure anonymity of all Community Development Entity (CDE) respondents. Your name and the name of your CDE will not be associated with any of the results provided in the survey or reported in the 2018 NMTC Progress Report.  The survey closes on March 30th, 2018 [Download a PDF version of the survey to print.](http://nmtccoalition.org/survey) |

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| 2018 NMTC Coalition Survey |
| About the CDE |
| Please enter the contact information for the person responsible for completing the survey. Your name and the name of your CDE will not be associated with any of the results provided in the survey or reported in the 2018 NMTC Progress Report.  1. Contact information:  **Name: Title: Address: Address 2:**  **City/Town:**  **State:** -- select state --  **ZIP:**  **Email Address: Phone Number:**   * 2. Name of CDE Allocatee: * 3. Name of Parent/Controlling Entity: |



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| 4. Do you have any 2017 Qualified Equity Investments to report?  Yes No  If no, why not? (example: out of allocation). Please note that you can still fill out many areas of the survey if you did not make any QLICIs or issue QEIs in 2017. The survey will automatically skip pages you don't need to fill out. |

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| 2018 NMTC Coalition Survey |
| Qualified Equity Investments |
| **In order to cut down on the time required to fill out this section, we are requesting that you give your *best estimate* of the following.**  The questions on this page concern Qualified Equity Investments (QEIs) issued in 2017 (between January 1, 2017 and December 31, 2017)   1. What is the total dollar amount of Qualified Equity Investments (QEIs) the CDE issued in 2017?   $   1. Most NMTC projects utilize the leverage structure. What percentage of your 2017 projects utilized the leverage structure?   0% 100%  The next three questions concern 2017 QEIs issued for projects financed through the leverage structure. TIP: For most respondents, this will be all of your 2017 QEIs, since few deals are financed outside the leverage structure.   1. For all QEIs issued in 2017, please provide your best estimate of the share of NMTC equity and leverage debt pooled in the investment fund. For example, a CDE might issue $20 million in QEIs in 2017 with $6.1 million coming from a NMTC equity investor and $13.9 million in debt from a leverage lender.   Equity ($) Leverage debt ($) |



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| 8. NMTC equity investors are private financial institutions. For all QEIs issued in 2017 for projects financed through the leverage structure, what was the source of investment fund(s) NMTC tax credit equity? Please indicate the dollar amount for each of the following types of investors.  Regulated financial Institution ($)  Insurance company ($)  Individual ($)  Other ($)  Comments on "Other" category  9.  For all QEIs issued in 2017 through the leverage structure, what were the sources of the investment fund's leverage debt? Check any that apply.  A loan from a financial institution to the investment fund  A loan from a financial institution to the project sponsor or affiliate that serves as the leverage lender Government grants, loans, tax credit equity, or other public subsidies  Proceeds from sale of assets or the reimbursement of costs Private foundation grants or individual donations  Equity, including sponsor equity or other private equity but excluding tax credit equity ($ amount)  Other (Describe other)  10. If you issued QEIs in 2017, please give the average pricing for the NMTC last year, to the best of your knowledge. For example: "86 cents". |

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| 11. Do you have any additional comments on trends in pricing and demand in the wake of tax reform? For example, have any first-time NMTC investors entered the market? In 2016, average NMTC pricing was reportedly in the mid-80s. If the credit price changed significantly in 2017, what caused the change? |

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| 2018 NMTC Coalition Survey |
| Qualified Low Income Community Investments |
| 12. Did your CDE make any QLICIs in 2017? Note: occasionally, a QEI and its associated QLICI will straddle two years. For example, a CDE might issue a QEI in December of 2016 and then place the proceeds in a QLICI in January of 2017. That is fine. Limit your answers to QLICIs placed in calendar year 2017.  Yes No |

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| 2018 NMTC Coalition Survey |
| QLICIs |
| The following questions concern Qualified Low Income Community Investments (QLICIs) and Qualified Active Low Income Community Businesses (QALICBs)  13. Please indicate how many Qualified Low Income Community Investments (QLICIs) the CDE made in 2017, the total dollar amount of the QLICIs made in, and the total number of QALICBs financed.  Total number (#) of QLICIs in 2017  Total dollar amount ($) of QLICIs in 2017  Total number (#) of QALICBs in 2017 |

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| 14. Of the total QLICIs reported in Question 16 please break down the dollar amount ($) of QLICIs in 2017:  A loan to a qualified business  An equity investment in a qualified business  The purchase of a qualified loan from another CDE  Financial counseling to businesses or residents in a low income community  A loan to another CDE  Equity investments in another CDE  Other/Comments |

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| 2018 NMTC Coalition Survey |
| In the Pipeline |
| OPTIONAL:  The NMTC Coalition is helping CDEs coordinate ribbon cuttings and groundbreakings in 2018. The goal is to get key members of Congress to visit projects.  Please describe any projects (up to 4) for which you anticipate ribbon cuttings/groundbreakings in 2018. Provide as much information as you can (estimates are fine). This data will not be used in our 2018 Progress Report, but each year it helps the Coalition learn about new projects and coordinate advocacy accordingly. You can feel free to include projects you plan to finance with previous allocation.  We will keep your answers confidential but may reach out to you (the CDE) for follow-up. We will not contact QALICBs. Your answers are tremendously helpful as NMTC Coalition plans advocacy, media, and outreach over the upcoming year. We also may reach out to you to feature a paragraph on the project in the 2018 report.  15. PIPELINE PROJECT #1 (Optional):  Project Name (organization or business)  Project Description  City, State  Jobs estimate (if available)  Link to project profile (if available)  Estimated Date of Ribbon Cutting or Groundbreaking |

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| 1. PIPELINE PROJECT #2 (Optional):   Project Name (organization or business)  Project Description  City, State  Jobs estimate (if available)  Link to project profile (if available)  Estimated Date of Ribbon Cutting or Groundbreaking   1. PIPELINE PROJECT #3 (Optional):   Project Name (organization or business)  Project Description  City, State  Jobs estimate (if available)  Link to project profile (if available)  Estimated Date of Ribbon Cutting or Groundbreaking |

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| 18. PIPELINE PROJECT #4 (Optional):  Project Name (organization or business)  Project Description  City, State, ZIP  Jobs estimate (if available)  Link to project profile (if available)  Estimated Date of Ribbon Cutting or Groundbreaking |

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| 2018 NMTC Coalition Survey |
| NMTC Projects |
| **The following section asks for NMTC project-level data for all projects closed in 2017. This survey allows you to submit information on up to 10 projects. If you closed more than 10 projects in 2017, please contact Paul Anderson (paul@rapoza.org) and he will send you a spreadsheet. If you would find it easier to fill out this section in a spreadsheet we will send you one.**  **If you do not know the NAICS code, you can look it up. You do not need to fill out the NAICS code for mixed-use projects. https://**[**www.naics.com/search/**](http://www.naics.com/search/)  **FAQ (to be updated continually as questions from survey respondents arrive):**   1. **How should I document multi-tract projects or projects with multiple addresses?**   **Please note the general geographic area (city, state) and put "multi-tract" in the "Project Address" field. Use the "Comments" field to explain.**   1. **Should I report "projected jobs" or "jobs to date"? Projected.** 2. **How should I report a small business loan fund?**   **Write "loan fund" as the project title and then contact Paul Anderson (paul@rapoza.org) who will send you short form.**   * 19. How many NMTC projects did your CDE close in 2017? * 20. How many projects were located in an ineligible census tract but qualified using Targeted Populations? * 21. Project 1 |

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| Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address  Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other  online write-up of the project. |

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| \* 22. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 2 |
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| 23. Project 2  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 24. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 3 |
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| 25. Project 3  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 26. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 4 |
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| 27. Project 4  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 28. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 5 |
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| 29. Project 5  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 30. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 6 |
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| 31. Project 6  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 32. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 7 |
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| 33. Project 7  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 34. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 8 |
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| 35. Project 8  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 36. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 9 |
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| 37. Project 9  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 38. Add another project?  Yes No |

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| 2018 NMTC Coalition Survey |
| Project 10 |
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| 39. Project 10  Project Name (example: business name, nonprofit organization, or facility name)  Project NAICS code  Project description (one sentence)  Project Address Project City, State, Zip  Total allocation ($) from your CDE  Total allocation ($) used on the project (from your CDE and any others)  Total Project Costs ($)  FTE jobs (direct or indirect, but not induced) created  FTE jobs retained  Construction jobs created  Square feet of space constructed or rehabilitated  Affordable housing units created  Did the project involve a community benefit agreement (Yes or No)? If so, please briefly describe up to 2 requirements of the CBA.  Additional comments on the project. If the project was mixed-use, describe the components. For example: "a ground floor health clinic below market- rate condos."  If available, please provide a link to a project profile, press release, media coverage, or other online write-up of the project. |

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| 2018 NMTC Coalition Survey |
| Final Questions |
| 1. Please comment on the Opportunity Zones program enacted in the Tax Cuts and Jobs Act of 2017. Have you engaged with your state government about eligible census tracts? What are your priorities for the program, if any? 2. Suggestions: If you'd like to share your reactions to this survey and provide suggestions for its improvement, please do so in the space below.   Thank you for taking the time to complete the NMTC Coalition survey!  If you are not a member of the NMTC Coalition, we hope you will consider joining. The link to the membership application is<http://nmtccoalition.org/join-nmtc-coalition> |