



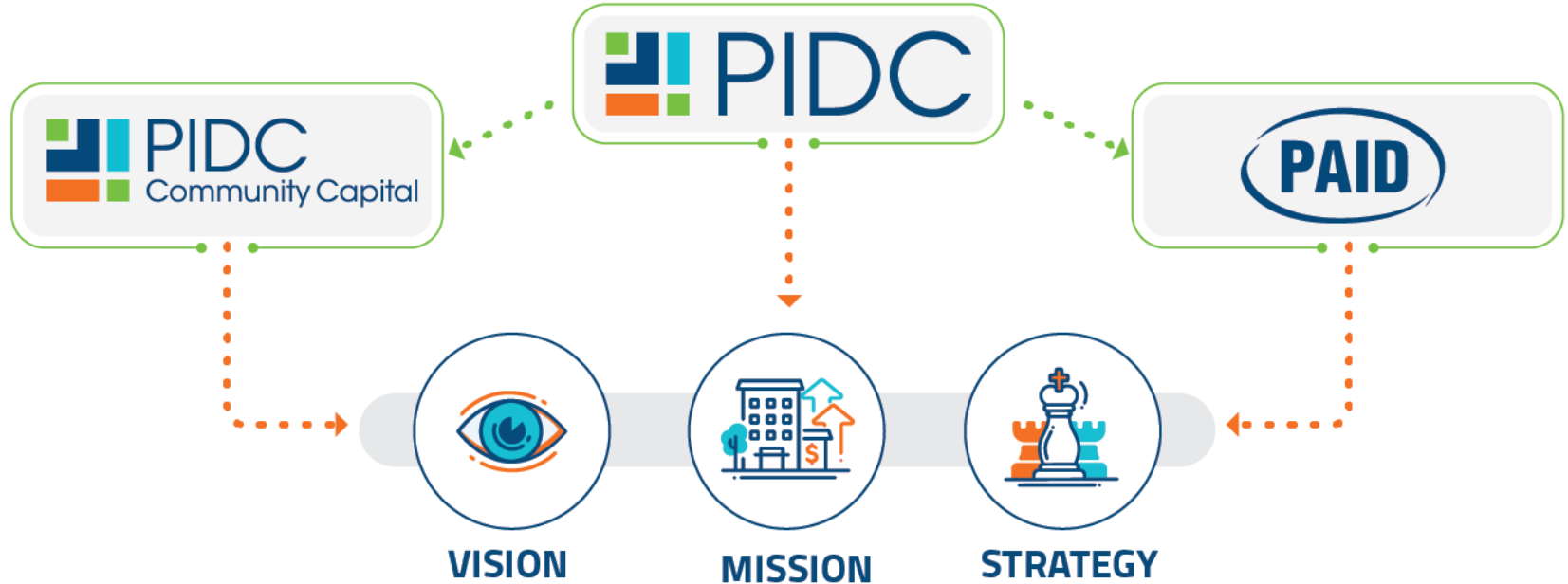
IEDC Presentation

Thursday, May 21, 2020



Driving growth to every corner of Philadelphia

PIDC & Community Capital Relationship



PIDC Vision for Philadelphia's Economy

A Philadelphia economy that is
growing, diversified, and inclusive
producing a high quality of life for all
residents, businesses, visitors, and workers.

PIDC

PIDC connects people, places, and opportunities to spur investments, support business growth, and foster developments that create jobs, revitalize neighborhoods, and drive growth to every corner of Philadelphia.

Core Strategies to Drive Economic Opportunity



Supporting
Growing
Business

Investing In
High-Impact
Community
Revitalization

Creating
Workplaces
For The Future



Support Growing Businesses

Small businesses are drivers of the local economy. They create jobs, build wealth for entrepreneurs, and stabilize neighborhoods.

Access to Capital

Business Support Services

PIDC Small Business Loan Program Overview

Working Capital & Equipment Loan

- Term Financing
- Rates fixed at 6.25%
- Term: 3-5 years based on use
- Amount: \$50K-\$750K

Contract Line of Credit

- Bridges receivables
- Interest rate varies (3.50%-6.25%)
- Requires assignment of contract proceeds
- Term is Flexible
- Amount: \$50K-\$500K

Capital Project Loan

- Funds acquisition and improvements
- Subordinate to Senior Lender
- Term can match Senior Loan
- Interest Rate: Varies
- Amount: 40% of project costs up to \$750K

Commercial Mortgage Loan

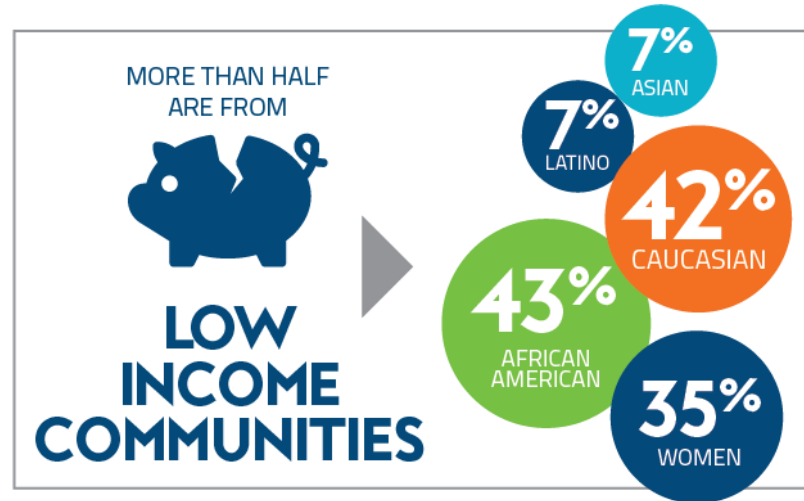
- Term Financing
- Senior Lender
- Rates fixed at 5.50%
- Term: 5-15 years
- Amount: \$50K-\$500K



Support Growing Businesses

BUSINESS SUPPORT SERVICES

In The Last 6 Years:





Support Growing Businesses Business Support Services

New Partner Programs:





Support Growing Businesses

TYPICAL BORROWER COMPANY



\$1.9M
REVENUE



15
EMPLOYEES



24% OF BORROWERS

649



CREDIT SCORE OR LOWER





Support Growing Businesses

Case Study

Borrower: High-end lighting company specializing in hand blown glass fixtures and furniture made of glass and steel.

Project: Acquisition and renovation of a 100,000sf former warehouse in a low-income neighborhood to accommodate business growth.

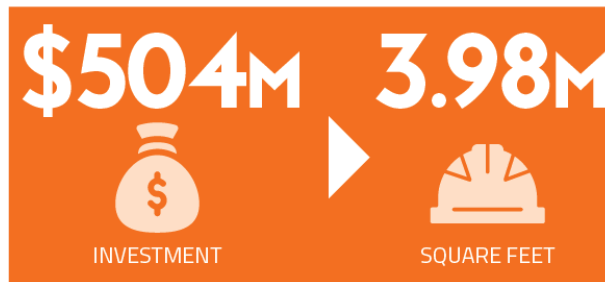
	PIDC IL	PIDC CPL	Bank	Equity	Total
Acquisition	1,250	750	750	500	3,250
Renovation	0	0	1,760	0	1,760
Soft Costs	0	0	75	0	75
Total	1,250	750	2,585	500	5,085



Invest In High-Impact Community Revitalization

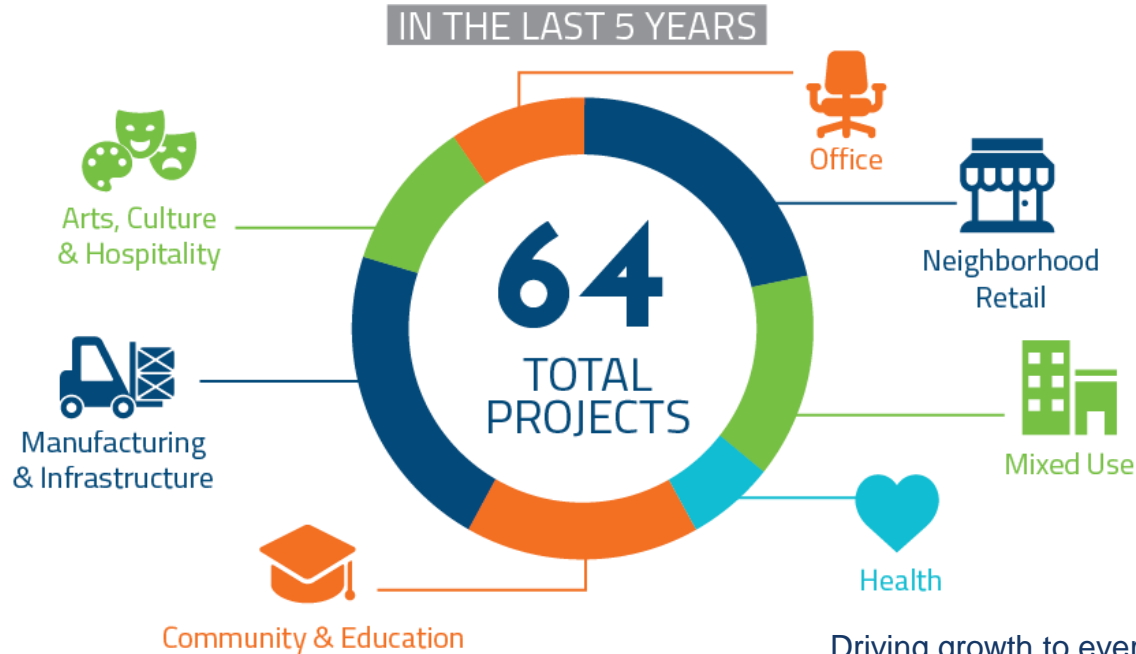
Investing in high-impact community revitalization projects brings critical goods and services, creating jobs, and eliminating neighborhood blight. These anchor projects can be a catalyst for community transformation.

IN THE LAST 5 YEARS
(2014-2018)





Invest In High-Impact Community Revitalization



TYPES OF FINANCING

Welcome Fund (EB-5)

Developers, mid- to large-sized corporations or institutions

Strong credit profile

\$10,000,000 +
5 year term, interest only
Below market fixed rate.

Flexible Real Estate Debt

Businesses, Real Estate
Developers, Non-profits

Disadvantaged Populations
Low-to-moderate income
communities
Jobs or community goods
& services

\$500,000-\$2,000,000
20% cash equity
Subordinate
10-20 year term
Rate varies based on risk
and impact

Subsidy Programs

RACP

Businesses, Real Estate
Developers, Non-profits

Job creation & impact

Projects over \$1M
State grant program
Requires 50-50 match

New Markets Tax Credits

Businesses, Real Estate
Developers, Non-profits

Competitive based on high
impact: jobs or community
goods & services

Projects over \$5M
Equity investment into project
~\$25%



Impact Development Fund Overview



DON PEDRO MEATS & MARKET



JOHN POMP STUDIO

Loans: \$500,000 - \$2M

Maturity: 7-8 years

Interest Rate: 4%

Repayment: Interest only

LTV: Up to 100%

Impacts: create jobs, provide goods & services, support commercial corridors



EQUINOX MANAGEMENT & CONSTRUCTION, LLC + PRIMAL SUPPLY



SPAK GROUP



Invest In High-Impact Community Revitalization Case Study

Borrower: Non-profit, community-based behavioral health treatment facility

Project: Acquisition and renovation of 65,000sf vacant historic bank located in a severely distressed census tract to centralize and expand services, with leased space for mission consistent services.

Uses	\$MM
Acquisition	1,680
Renovation	13,070
New Construction	14,140
Soft Costs	4,050
Total	32,940

Sources:	\$MM
Bank Debt	8,000
NMTC Equity (\$22m)	6,900
HTC Equity	2,000
RACP Grant & Bridge Ln	2,000
Borrower Equity	14,140
Total	32,940



Create Workplaces For The Future

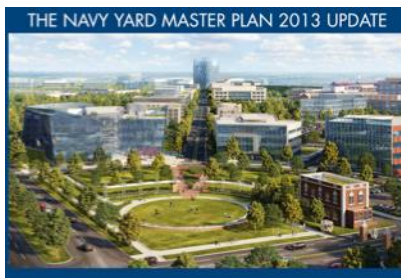
PIDC works collaboratively with partners to lead planning efforts to envision new life for major areas of the city in transition



Logistics &
Distribution Report



Lower Schuylkill River
Master Plan



Navy Yard Master Plan



Industrial Land Use



Create Workplaces For The Future

The Navy Yard



170



COMPANIES

OFFICE,
INDUSTRIAL,
MANUFACTURING +
RESEARCH AND
DEVELOPMENT
SECTORS

14,000+

EMPLOYEES



1,200

ACRES



CENTRALLY-LOCATED
WATERFRONT BUSINESS CAMPUS

7.5M

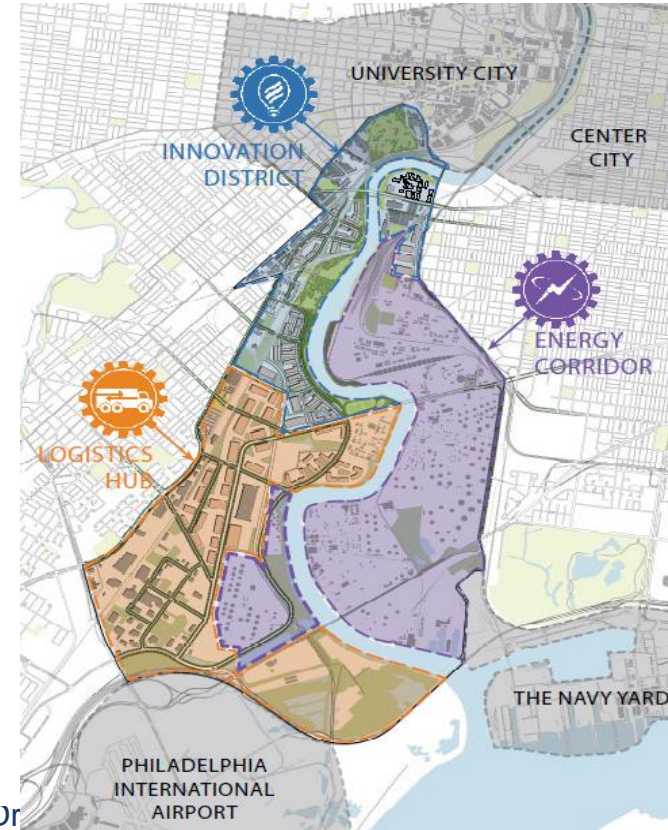
SQ FT

OCCUPIED OR
IN DEVELOPMENT



LOWER SCHUYLKILL MASTER PLAN

- 3,700 industrial acres
- 68% of the City's vacant & under-utilized industrial property
- 3 modern business campuses with river access and amenities
- Early focus on the "Innovation District"



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