

Special Focus: Innovative Financing



Successful real estate development and economic development often requires a comprehensive set of financing tools to bring projects to fruition. From debt tools such as bond financing, loan programs to innovative financing arrangements such as sale/leasebacks, tax increment financing, special assessment districts and tax credits, public and private sector entities must be proactive in arranging and securing the proper financing to make projects successful.



BPP LLC senior staff were pioneers and remain leaders in identifying innovative financing arrangements that have been used successfully in the development of a wide range of product types including downtown retail, suburban industrial parks, transit-oriented development, affordable housing and urban office development. Whether the goal is brownfields redevelopment or assisting local redevelopment authorities in infrastructure financing to spur industrial development, BPP LLC staff has unparalleled experience in identifying financing options and targeting these opportunities to our clients that has led to successful implementation.

With our broad-based background of challenging experiences and our solid record of success in innovative financing strategies, BPP LLC staff offers much more than traditional consulting firms. As our clients will attest, we help them meet their development objectives by using our "hands-on" services to achieve pragmatic results.

Development Financing Strategies

- Bond Financing
- Sale / Leasebacks
- Enhanced Use Leasing
- Tax Increment Financing
- Tax Credits
- Special Assessment Districts
- Revolving Loan Funds
- Mezzanine, Seed, Venture & Angel Capital
- Federal and State Funding/Grants

Product Types

- Office
- Retail
- Residential
- Lodging
- Industrial
- Adaptive Reuse
- Transit Oriented Development
- Recreational
- Historic Preservation
- Affordable Housing
- Mixed-Use
- Parking
- Public Facilities
- Infrastructure
- Entertainment/Resort



BOND FINANCING

Staff at BPP LLC have extensive experience working with local municipalities and private sector entities seeking bond financing for their real estate projects and infrastructure needs. Our wide-ranging experience with bond financing includes:

- General Obligation (GO) Bonds
- Revenue Bonds
- Bond & Grant Anticipation Notes
- Private Activity Bonds (PABs)
 - Exempt facility bonds
 - Redevelopment bonds
 - 501(c)(3) bonds
 - Tax exempt bonds

AREA-BASED FINANCING

Tax Increment Financing (TIF) and Special Assessment Districts (SAD) have become an increasingly popular financing mechanism for the development of defined geographic areas. Staff at BPP LLC have been at the forefront of TIFs and SADs nationally working with local governments and developers to secure these innovative financing arrangements. While TIFs capture the future increases in value that new development generates in order to finance associated costs (infrastructure, land acquisition, utilities, etc.), SADs can provide a special tax assessment or revenue stream for improvements and development of targeted areas.

- Tax Increment Financing
- Special Assessment Districts
 - Community assessment districts
 - Community facilities districts
 - Special improvement districts
 - Business improvement districts

BUSINESS-BASED FINANCING

Potential business-based financing strategies employed by staff at BPP LLC for our development projects have included:

- Revolving loan funds
- Mezzanine funds
- Venture and Angel Capital
- Seed Funding

INNOVATIVE FINANCING

The variety of innovative financing techniques prepared by staff at BPP LLC on behalf of our clients should serve as the greatest testament of our focus on implementation. These include innovative financing mechanisms such as:

- Sale/leasebacks
- Enhanced use leases
- Air Rights development
- Tax abatements
- Pooled loans
- Credit enhancements
- Loan guarantees
- Land write downs





TAX CREDITS

Tax credits can play an important role in making the financial arrangement of a deal work. Staff at BPP LLC have been involved in identifying and securing tax credits for a wide variety of projects throughout the nation and in creating public/private partnerships. These include:

- Historic preservation tax incentives
- Federal brownfields expensing tax incentive
- New market tax credits
- Low income housing tax credits

FEDERAL & STATE FUNDING / GRANTS

Federal (and state) funding opportunities continue to play an increasingly important role in financing packages for a wide variety of projects (infrastructure, transportation, urban redevelopment, etc.). Working with public and private sector clients, staff at BPP LLC have helped these groups understand what opportunities for federal and state funding is available to them, often preparing grant and other financial applications on their behalf. These include federal agencies such as:

- Department of Housing and Urban Development
- Small Business Administration
- Economic Development Administration
- Federal Transit Administration
- Foundation Grants and Programmatic Investment

