

2023 MEREDA SPRING CONFERENCE

Nathan Szanton
The Szanton Company



CAPITAL STACK

Sources of Funds	Dollar Amount	Percentage
Equity Raised by Tax Credits	\$4.9 million	34%
MaineHousing Mortgage – Interest Only	\$4 million	28%
MaineHousing Mortgage – Amortizing (TIF loan)	\$715,000	5%
MaineHousing FedHOME Loan	\$875,000	6%
MaineHousing Deferred Debt	\$3.3 million	23%
Community Development Block Grant	\$510,000	4%
Total	\$14,300,000	



CONSTRUCTION PRICING

IMPACT ON RISK APPETITE

- Completion guarantees scarier
- Pre-development money at greater risk
- Developer fee at greater risk

IMPACT ON CLOSING DEALS

- Lengthening pre-development process
- Skyrocketing construction period insurance costs