



ST. LOUIS EQUITY FUND, INC.  
[www.slef.com](http://www.slef.com)



*Investments  
building  
affordable  
communities*







## 2018 REPORT TO THE COMMUNITY



**ST. LOUIS EQUITY FUND, INC.**

707 N. 2nd Street, Suite 308  
St. Louis, Missouri 63102  
Phone 314.436.7810  
[www.slefi.com](http://www.slefi.com)



## MISSION

Our mission is to effectively utilize corporate investment and available tax incentives to stimulate the development of affordable, low- and moderate-income housing units. We strive to revitalize and stabilize neighborhoods, through public/private cooperation and superior asset management.

Pine Lawn Homes





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## LETTER FROM THE PRESIDENT



### *Thirty something!*

In 2018, St. Louis Equity Fund, Inc. celebrated its 30th anniversary in the affordable housing industry. In that thirty years, as you will note throughout our report, we've accomplished a great deal. Cumulatively, we have assisted in the creation of 4,842 units of housing through 146 real estate partnerships which include 210 units for veterans, 875 units for seniors, 169 units for individuals with special needs and 3,588 units for families. We have raised \$442,044,976 from a total of 71 investors made up of corporations and local, regional and national banks which leveraged the development of \$697,242,457 of housing.

Each year we build on our commitment to the purpose of the St. Louis Equity Funds and the investors that make our work possible. We invest in our staff to be current in the issues of affordable housing as well as invest in systems to improve monitoring and information reporting.

*Values:* Dedication,

Gateway Community Development Fund, Inc., a certified CDFI and subsidiary of St. Louis Equity Fund, continues to expand its service to development groups that are creating or preserving housing in the St. Louis and Kansas City markets. Through 2018, Gateway has provided funding of over \$8,400,000 to finance 421 housing units. The consulting and technical services provided by Gateway have benefited dozens of clients throughout the Midwest.

Our commitment to affordable housing endures. This would not be possible were it not for the commitment of our staff, investors, and development partners. It is not possible without the oversight of the State Housing Finance Agencies. And of course, it is not possible without the support of the state and local government officials that embrace the program. To all of you, we sincerely thank you for your ongoing commitment.

Sincerely,



John F. Kennedy  
President and CEO

The Salvation Army 3010 Apartments



# Professionalism, Collaboration



## WHY INVEST IN THE EQUITY FUNDS?

Investments in the St. Louis and Kansas City Equity Funds are helping meet the increasing demand for good quality affordable housing in Missouri, Southern Illinois and Eastern Kansas. Through 2018, the St. Louis and Kansas City Equity Funds have raised over \$442 million, which aided in the production of 4,842 affordable housing units. We want to thank our investors for helping provide much needed affordable housing which is building stronger communities and revitalizing neighborhoods. For a current list of investors, see page 15.



Fox Meadows

### Benefits of Investing:

- The St. Louis and Kansas City Equity Funds have an excellent track record of managing investments and a solid reputation in the affordable housing industry.
- Investors in the Equity Funds support the communities in which they reside and serve, and also earn a return on their investment.
- The investments are CRA-qualified for financial institutions.
- Investors are given the opportunity to participate in the governance of the Equity Funds by serving on the Board or one of its five Corporate Committees.

Working at  
minumum wage,  
**\$7.85/hr...**



each **week** you  
have to work  
**62 hours...**



to afford a  
modest 1 bedroom  
rental home at  
Fair Market Rent



Source: "Out of Reach 2018: Missouri," National Low Income Housing Coalition, [www.nlihc.org/oor/missouri](http://www.nlihc.org/oor/missouri)



## WHY PARTNER WITH THE EQUITY FUNDS?

### SLEFI Portfolio

Total Developments:

**146**

Total Units: **4,842**

Total Development Cost  
since 1988:

**\$697 million**

Equity Raised since 1988:

**\$442 million**

The St. Louis and Kansas City Equity Funds partner with nonprofit and for-profit developers to create and rehabilitate affordable housing developments, preserve neighborhoods and stabilize communities. The Equity Funds provide support to their partners throughout the development process, including both financial and technical assistance through an affiliate organization, Gateway Community Development Fund, Inc.

In addition, staff monitors the performance of each investment during the construction, lease-up and operational phases and offers assistance with a variety of issues that may arise throughout the life of the development. From the planning process through the operational phase, the St. Louis and Kansas City Equity Funds are committed to providing professional guidance and support to their partners to assist in the success of sustainable affordable housing.

#### Benefits of Partnering:

- The Equity Funds are local and are able to monitor all stages of the development, from the planning process through the operations phase.
- The Equity Funds provide competitive pricing and work closely with developer partners to ensure a financially stable investment.
- The Equity Funds are full service partners for all of your affordable housing and community development needs.

Places at Page





## WHERE ARE THEY NOW?



We strive to see that our developments are financially stable and in good physical condition throughout their life cycle. Not only is this important in order for our residents to have a desirable place to call home; but it is important that we have a stable property to exit at the end of the 15-year compliance period. We want to know that we are turning over developments that are still viable and an asset to the communities they serve. Here's a look at a few older developments nearing the end of their compliance period.

### Salisbury Park One and Salisbury Park Two

In 2005, Better Living Communities (BLC) partnered with the St. Louis Equity Fund and BMO Harris Bank (formerly M&I Community Development Corp.) to develop Salisbury Park One, a 16-unit affordable housing development located in the Hyde Park neighborhood of St. Louis City. Since that time, the Equity Fund has invested in Salisbury Park Two (22 units), Salisbury Park Three (18 units), Irving School (61 units), Bremen Homes (40 units) and Blair Homes (29 units), all of which are in the Hyde Park neighborhood. The positive impact that these properties have had on the community is significant, and Salisbury Park One was the catalyst for the development activity in this neighborhood. Currently Salisbury Park One and Two are nearing the end of their 15-year compliance periods. The developments remain in good physical condition and many of the residents have been long-term renters making this neighborhood their home. The Equity Fund will work with BLC to determine the best way to exit these investments while keeping the units affordable and not disturbing the lives of the residents. This is a great example of how our investments have helped to transform a neighborhood.





## King Louis Square and Old Frenchtown II

King Louis Square and Old Frenchtown II were placed in service in 2001 and 2004, respectively. Located in the Near Southside neighborhood of St. Louis City, these mixed-income developments include market-rate, public housing and LIHTC units. They are part of the HOPE VI Near Southside Redevelopment Plan which was a joint project of the St. Louis Housing Authority, City of St. Louis and U.S. Department of Housing and Urban Development. Both developments include one-, two-, three- and four-bedroom units. King Louis Square consists of 152 units and Old Frenchtown II consists of 148 units. These developments were a great addition to the neighborhood and remain an asset to the community. As the projects near the end of their 15-year compliance periods, management is working towards an exit strategy that will not disrupt the residents and will maintain the income restrictions.





## 2018 DEVELOPMENTS: BLAIR HOMES



**Number of units:** 29

**SLEF Equity Commitment:** \$4,715,772

**Direct Investor:** Sugar Creek Capital

**Financing:** Low Income Housing Tax Credits

**Consultant:** ND Consulting Group, LLC

**General Contractor:** EM Harris  
Construction Company

**Architect:** AGM, Inc.

**Construction Lender:**  
Missouri Housing Development Commission,  
Sterling Bank Participation

**Permanent Lender:** Missouri Housing  
Development Commission

**Property Manager:** ND&S Management  
Company

**B**lair Homes continues the concentrated redevelopment efforts of ND Consulting Group in the Hyde Park neighborhood. This development consists of 29 new, affordable two- and three-bedroom units located on scattered sites, and further enhances several other St. Louis Equity Fund investments in Hyde Park. ND Consulting Group has been instrumental in the development of over 240 units of affordable housing in this neighborhood. All of the units in Blair Homes are rent-restricted and are available to households earning 60% or less of the area median income.





## 2018 DEVELOPMENTS: PINE LAWN MANOR

**Number of units:** 41

**SLEF Equity Commitment:** \$5,527,168

**Direct Investor:** Pine Lawn State Member, LLC (Beyond Housing affiliate)

**Financing:** Low Income Housing Tax Credits

**Consultant:** TPI Group, LLC

**General Contractor:** EM Harris Construction Company

**Architect:** Art & Architecture

**Construction Lender:** Missouri Housing Development Commission

**Permanent Lender:** Missouri Housing Development Commission

**Property Manager:** Beyond Housing

**P**ine Lawn Manor is the 18th partnership between Beyond Housing and St. Louis Equity Fund. It consists of 41 new three-bedroom homes, all of which are available for occupancy by households at 60% or less of the area median income. Located in the City of Pine Lawn in St. Louis County, this development enhances previous St. Louis Equity Fund investments in the neighborhood.







## 2018 DEVELOPMENTS: SCOTT MANOR

**S**cott Manor is a 42-unit affordable housing development located in unincorporated North St. Louis County. All of the units have two bedrooms and are available to residents 55 years of age and older earning 60% or less of the area median income. Scott Manor represents the first partnership between St. Louis Equity Fund and developers Kevin Buchek with Roanoke Construction and Bishop Calvin Scott with Believers Temple Word Fellowship Church. Scott Manor, located adjacent to the church, is the first phase of a master development plan to transform a 10-acre site.

**Number of units:** 42

**SLEF Equity Commitment:** \$6,345,219

**Direct Investor:** Sugar Creek Capital

**Financing:** Low Income Housing Tax Credits

**Consultant:** Efficacy Consulting, LLC

**General Contractor:**

Roanoke  
Construction, Inc.

**Architect:**

Rosemann &  
Associates, P.C.

**Construction Lender:**

Sterling Bank

**Permanent Lender:**

Sterling Bank

**Property Manager:**

Sansone Group





## 2018 DEVELOPMENTS: HOMES AT WALNUT CREEK



**Number of units:** 18

**SLEF Equity Commitment:** \$2,744,726

**Financing:** Low Income Housing Tax Credits

**Consultant:** NA

**General Contractor:** Oakwoods Contracting, LLC

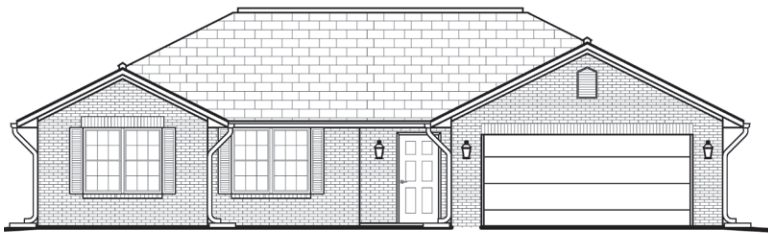
**Architect:** Wallace Architects, LLC

**Construction Lender:** Legacy Bank & Trust Company

**Permanent Lender:** Legacy Bank & Trust Company

**Property Manager:** Belmont Management Co., Inc.

**H**omes at Walnut Creek consists of 18 new, affordable, single-family homes located in a neighborhood of existing homes in Wellsville, Kansas, which is approximately 40 miles southwest of downtown Kansas City, Missouri. These three-bedroom, two-bath homes are all rent-restricted Low Income Housing Tax Credit units available for occupancy based on income averaging rules. Tenants can earn anywhere from 20% to 80% of the area median income, but on average 60% or less. This is the first partnership between St. Louis Equity Fund and North Star Housing, an experienced LIHTC developer based in Kansas City.



HOUSE "B" FRONT ELEVATION





## 2018 DEVELOPMENTS: WINDRIDGE ESTATES



**Number of units:** 40

**SLEF Equity Commitment:**  
\$5,341,781

**Financing:**  
Low Income Housing Tax Credits

**Consultant:** NA

**General Contractor:**  
Hamilton Builders, LLC

**Architect:**  
Baron Design & Associates, LLC

**Construction Lender:**  
Horizon Bank

**Permanent Lender:**  
Horizon Bank

**Property Manager:**  
Hamilton Properties Corporation

**W**indridge Estates represents a joint venture between Mark Gardner of Capital Affordable Housing, LLC, and Donna Lilley of Hart Development Group, LLC. This 40-unit development is located in Bonner Springs, Kansas and consists of two- and three-bedroom apartment units. All of the units are rent-restricted under the Low Income Housing Tax Credit program with one unit set aside to provide transitional occupancy for a homeless family. Twenty-four units are available to households earning 50% or less of the area median income and the remaining 16 units are available to households earning 60% or less of the area median income. This is the first partnership between Gardner Capital Affordable Housing, Hart Development Group and St. Louis Equity Fund.







## MISSION:

To provide consulting services, financial products and training to entities serving low-income neighborhoods and their residents in the St. Louis and Kansas City metro areas; filling the need for innovative financing and development services.



### Board of Directors

**John F. Kennedy, Chair**  
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**Joseph Ambrose**  
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**Erica Dobreff**  
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**Michael Duffy**  
Legal Aid of  
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**Jim Holtzman**  
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Consultant

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### Gateway Team

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**Jaycee Greene,**  
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### Consultants

**Jerry Burka**  
Old Orchard  
Consulting

**Joseph Cavato**  
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LLC

**Erica Dobreff**  
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Consulting, LLC

**John J. Wuest**

Gateway Community Development Fund, Inc. was formed in 2009 as an affiliate of the St. Louis and Kansas City Equity Funds. Certified by the U.S. Departments of the Treasury, Gateway's primary purpose includes: **lending, consulting and collaboration** to promote community and economic development throughout Missouri and the Midwest.

## LENDING:

- First mortgage loans
- Predevelopment loans
- Acquisition & rehabilitation loans
- Construction loans

## CONSULTING:

- Consulting to developers of affordable housing
- Modeling financial projections for affordable housing developments
- Financial and construction draw management
- Performance of physical needs assessments
- Training in LIHTC compliance and asset management
- Technical assistance for organizational development and strategic planning

## COLLABORATION:

- Collaborate with financial institutions, government entities, developers, and community-based organizations working in the housing and community development arena



[www.gatewaycdfi.com](http://www.gatewaycdfi.com)





## BOARD OF DIRECTORS AND COMMITTEES

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**Jen Call**  
US Bancorp CDC

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PNC Community  
Development Bank

**Clayton Evans**  
Simmons Bank

**Joseph Sooter, Jr.**  
Stifel Bank & Trust

**John Kennedy**  
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Non-voting Member

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Cass Commercial Bank

**Katie Seibel**  
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**Mark Brandom**  
CIBC Bank USA

**Dave Harris**  
First State Bank  
of St. Charles

**John Dulle**  
Jefferson Bank & Trust

**Andrew Walshaw**  
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**Derek Laur**  
Parkside Financial  
Bank & Trust

**John Kennedy**  
St. Louis Equity Fund, Inc.

**Tracy Howren**  
UMB Bank

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Spire Inc.

**Darren Meyer**  
Centene Corporation

**David Bentele**  
Citizens National Bank of  
Greater St. Louis

**Dale Oberkfell**  
Midwest BankCentre

**Andrew Walshaw**  
Northern Trust Corporation,  
Advisory Member

**Brian Leeker**  
Stifel Bank

**Joseph Sooter, Jr.**  
Stifel Bank & Trust

### Nominating Committee

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**Kevin DeGraw**  
Ameren

**Loura Gilbert**  
Commerce Bank

**Brian Davies**  
Great Southern Bank

**John Dulle**  
Jefferson Bank and Trust

**John Kennedy**  
St. Louis Equity Fund, Inc.,  
Non-voting Member



DeSales Preservation



## INVESTORS AND GENERAL PARTNERS

### Recent Investors

Ameren  
Anheuser-Busch  
Bank of Labor  
BMO Harris Bank  
Busey Bank  
Cass Commercial Bank  
Centene Corporation  
Central Bank of the Midwest  
Central Bank of St. Louis  
CIBC Bank USA  
Citizens National Bank  
of Greater St. Louis  
Commerce Bank  
FCB BANKS  
First Bank  
First State Bank  
of St. Charles  
Great Southern Bank  
Jefferson Bank and Trust  
Lindell Bank &  
Trust Company  
Midland States Bank  
Midwest BankCentre  
Northern Trust Corporation  
Parkside Financial  
Bank & Trust  
PNC Bank, N.A.  
Reliance Bank  
Royal Banks of Missouri  
Simmons Bank  
Spire Inc.  
Stifel Bank  
Stifel Bank & Trust  
TD Bank  
UMB Bank, N.A.

### Current St. Louis Equity Fund General Partners

Believers Temple Word Fellowship Church	Ivanhoe Neighborhood Council	Northside Community Housing, Inc.
Better Living Communities	Jamison Memorial Temple, CDC	North Star Housing, LLC
Beyond Housing	JVL Renaissance, Inc.	Overland Property Group
Cardinal Ritter Senior Services	Kevin Buchek	Places for People, Inc.
DeSales Community Development	The Lawrence Group	Pruitt-Igoe Development Corporation
Fox Meadows Supportive Living, LLC	LoftWorks, LLC	Renaissance Property Group
Fulson Housing Group	Lutheran Senior Services	Robert Wood
Gardner Capital Affordable Housing, LLC	McEagle Properties, LLC	Sisters of the Most Precious Blood
Gateway Housing First, Inc.	Metropolitan Housing Development Corporation	St. Patrick Center
Hart Development Group	Milton D. Rothschild	The Salvation Army – Midland Division
Housing Revitalization, Inc.	Missouri Housing Partners	Touchette Regional Hospital
Irving Partners, LLC	ND Properties	Westside Housing Organization
	North Newstead Association	



House Springs Senior Apartments



## OUR TEAM



**John F. Kennedy**  
President and CEO



**Adam Castagno**  
Vice President –  
Asset Management



**Janice Cole**  
Administrative Assistant



**Jaycee Greene**  
Community Development Lender



**Stanley Jones**  
Director of Construction  
Management



**Amy McDermott**  
Vice President – Operations



**Eldina Qirici**  
Accounting Manager



**Meredith Toler**  
Treasurer and CFO



**Cate Trende**  
Asset Manager

## Professional Consultants

**Polsinelli**  
Attorneys at Law



**RubinBrown LLP**  
Certified Public Accountants



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## CELEBRATING 30 YEARS OF EXCELLENCE

St. Louis Equity Fund celebrated its 30th Anniversary on September 20th with a reception at the new event space on Laclede's Landing, the VUE. Guests included Mayor Lyda Krewson, Investors, Partners and many friends of the Equity Fund. In addition, a resident from the Garrison Residence shared his personal story at the event. It was a reminder of how important our investments are to the communities we serve and the importance of affordable housing. We are proud of our many accomplishments over the past 30 years and look forward to continuing to fulfill our mission of providing safe, affordable housing.



St. Louis EQUITY FUND

30th anniversary

1988-2018

30 years of Investments...  
a solid foundation to build on.

Since 1988, the Equity Fund has raised \$426 million which has been leveraged to develop 4,672 units of affordable housing. We are proud of our accomplishments and look forward to continuing to carry out our mission by providing safe, affordable housing in the St. Louis area. Thanks for your support in celebrating our 30th anniversary!

www.stlfund.com