





ST. LOUIS EQUITY FUND, INC.

2021 Report to the Community



**707 N. 2nd Street, Suite 308
St. Louis, Missouri 63102**

Phone 314.436.7810

www.slefi.com



MISSION

Our purpose 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.



Fox Meadows Supportive Living Facility

- | | | | |
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Salisbury Park 3 Homes

LETTER FROM THE PRESIDENT



The Low Income Housing Tax Credit program, its continued growth and refinements, including ongoing bi-partisan support on the national level and a return of the Missouri State Low Income Housing tax Credit program, all demonstrate the continuing support for and success of this remarkable public-private partnership providing rental housing to low-moderate income individuals.

The St. Louis Equity Fund is pleased and honored to be reflective of that success, which is only possible with the financial investments from our investors. Since 1988, we've assisted in the creation and/or preservation of 4,997 units of housing in 152 real estate partnerships in the St. Louis and Kansas City metropolitan areas as well as eastern Kansas and southern Illinois.

Our CDFI, Gateway Community Development Fund, Inc. has assisted in the preservation of 541 units of housing through \$13,243,845 in financing in over 77 developments.

Each of our investments, in conjunction with our housing partners as sponsors and developers, has had a tremendous impact in the creation and/or preservation of affordable housing in the St. Louis MSA, Kansas City MSA, southern Illinois and outstate Missouri.

We are especially thankful of being able to work with many developers who have long range plans for impacting their communities, including Beyond Housing, DeSales Community Development, Northside Community Housing, North Newstead

Values: Dedication,

Association, The Salvation Army, The Oakland Group and LMAC Holdings. The mission component and long-term goals of organizations such as these and the many others we partner with make it possible for us to deliver on the value-added aspect of an investment by the St. Louis Equity Funds. To each of these and the many others (see our General Partners list at the end of this report), the staff and the investors in the St. Louis Equity Fund say a sincere THANK YOU!

As we move forward and into a new era reminding us that life is unpredictable, our commitment to low to moderate income individuals, families, seniors and special needs populations is unwavering.

Thank you to all our investors and community partners for your commitment to this most important need.

Sincerely,



John F. Kennedy
President and CEO



St. Ferdinand Homes II

Professionalism, Collaboration

WHY INVEST IN THE EQUITY FUNDS?

History & Impact

The St. Louis Equity Fund was founded in 1988 with a \$75,000 grant from Civic Progress in response to the need for a locally owned and controlled organization to syndicate low-income housing tax credits created by the Tax Reform Act of 1986. The first Fund in 1988 raised \$3.25 million and facilitated the production of 105 affordable homes. Since that time, the St. Louis and Kansas City Equity Funds have raised over \$485 million in capital which has aided in the production of 4,997 housing units.

In addition to raising equity to develop affordable housing, the Equity Fund provides non-traditional loan products and development consulting services through its wholly owned subsidiary, Gateway Community Development Fund, Inc. (Gateway). Gateway was established in 2009, as a U.S. Treasury Certified Development Financial Institution, and serves underserved areas throughout the state of Missouri, Central and Southern Illinois and Eastern Kansas.

SLEFI Portfolio

Total
Developments:
152

Total Units:
4,997

Total Development
Cost since 1988:
\$727,430,000

Equity Raised
since 1988:
\$485,445,000

A Resident's Perspective

Lacely and her four children moved into a brand-new single-family home, part of the Lucas and Hunt Heights development, in 2008. This was her first new home, and she hopes to be able to own this home someday. Lacely is a hardworking mother who struggled with literacy issues and financial difficulties; but she was determined to achieve her goal of receiving her high school diploma.

With a lot of hard work and the support of Beyond Housing's social service programs and referrals, Lacely recently received her high school diploma. She is continuing her education and plans to obtain a Certified Nurse Assistance license. "Without a stable place to raise my family and Beyond Housing's programs, I would not have been able to reach my goals. I am very thankful."



Lacely
Resident, Lucas & Hunt Heights



Vetter Place
Apartments



Lucas & Hunt
Heights

WHY PARTNER

WITH THE EQUITY FUNDS?

Investment Opportunities

The St. Louis and Kansas City Equity Funds offer an excellent opportunity for corporations and financial institutions to support the communities they serve while, at the same time, earning a return on their investment. The St. Louis and Kansas City Equity Funds raise capital on an annual basis from corporations and financial institutions and form a Fund which invests in Low Income Housing Tax Credits and, when applicable, Historic Tax Credits to aid the production of affordable housing units. The tax benefits generated from these investments are then allocated to the investors, proportionate to their investment, providing them a market rate of return.

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.
- The investments are CRA-qualified for financial institutions.
- Investors in the Equity Funds support the communities in which they reside and serve and earn a return on their investment.
- Investors are given the opportunity to participate in the governance of the St. Louis Equity Fund by serving on the Board or one of its five Corporate Committees.

Development Opportunities

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. Throughout the life of a development, the Equity Funds provide support to their partners including both financial and technical assistance through Gateway. From the planning process through the operational phase, management and staff are committed to providing professional guidance to assist in the success of the affordable housing developments.

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.

A Resident's Perspective

Dennis is a recovering alcoholic and homeless veteran who went through a months-long sobriety program at the Salvation Army's Midtown Service and Treatment Center and established permanent housing at The Salvation Army's 3010 Apartments. At 63, Dennis said he had to swallow part of his pride first, taking Army directives to attend classes, go to full-time work with a two-hour public transportation commute, stay sober, and attend group meetings with fellow veterans at night.

Dennis said, "I really sat down and had a one-on-one with myself. What do I really want? I want to get clean and sober. I need stability. I need a place and a roof over my head."

Dennis plans to retire at the age of 65 which is just a few short years away. The programs and services offered by the Salvation Army coupled with safe, affordable housing was the perfect fit to help Dennis turn his life around!



Dennis
The Salvation Army 3010
Apartments Resident



The Salvation Army 3010 Apartments

DEVELOPMENTS

Elm Ridge Senior Apartments

Elm Ridge Senior Apartments is the first affordable housing project located in the City of Hazelwood. This project consists of 50 units — 14 one-bedroom units and 36 two-bedroom units. As a mixed income community, the development has eight units dedicated to residents at or below 30% of area median income, 37 units for residents at or below 60% of area median income and five market rate units. Supportive services available to the residents include tax preparation assistance, computer classes, social events, transportation, CORP (County Older Residents Program), exercise classes and health screenings.



Number of units:
50

SLEF Equity Commitment:
\$7,125,037

Direct Investor:
Sugar Creek Capital

Financing:
Federal and State Low Income Housing Tax Credits

Developers:
The Oakland Group;
BTWF—Urban Initiative Corporation;
Unicorn Group, LLC

General Contractor:
Roanoke Construction, Inc.

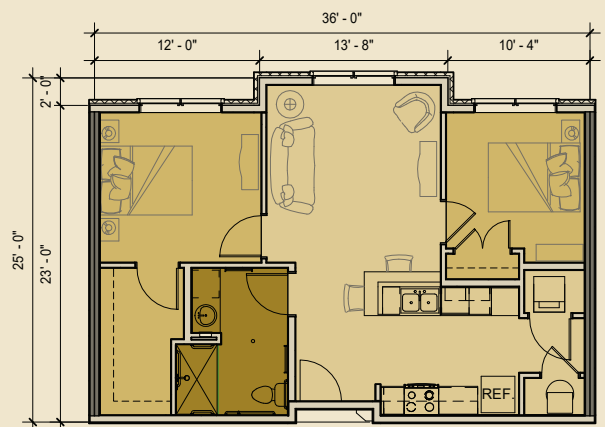
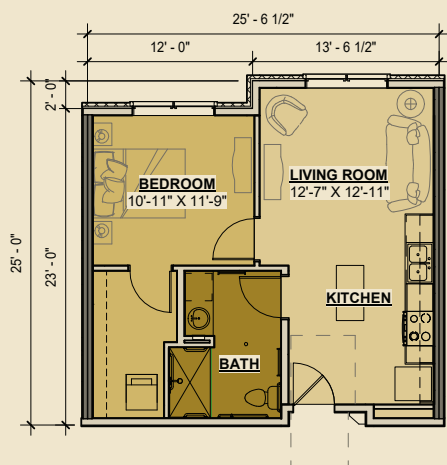
Architect:
Rosemann & Associates, P.C.

Construction Lender:
Legacy Bank & Trust

Permanent Lender:
Legacy Bank & Trust

Property Manager:
Sansone Group

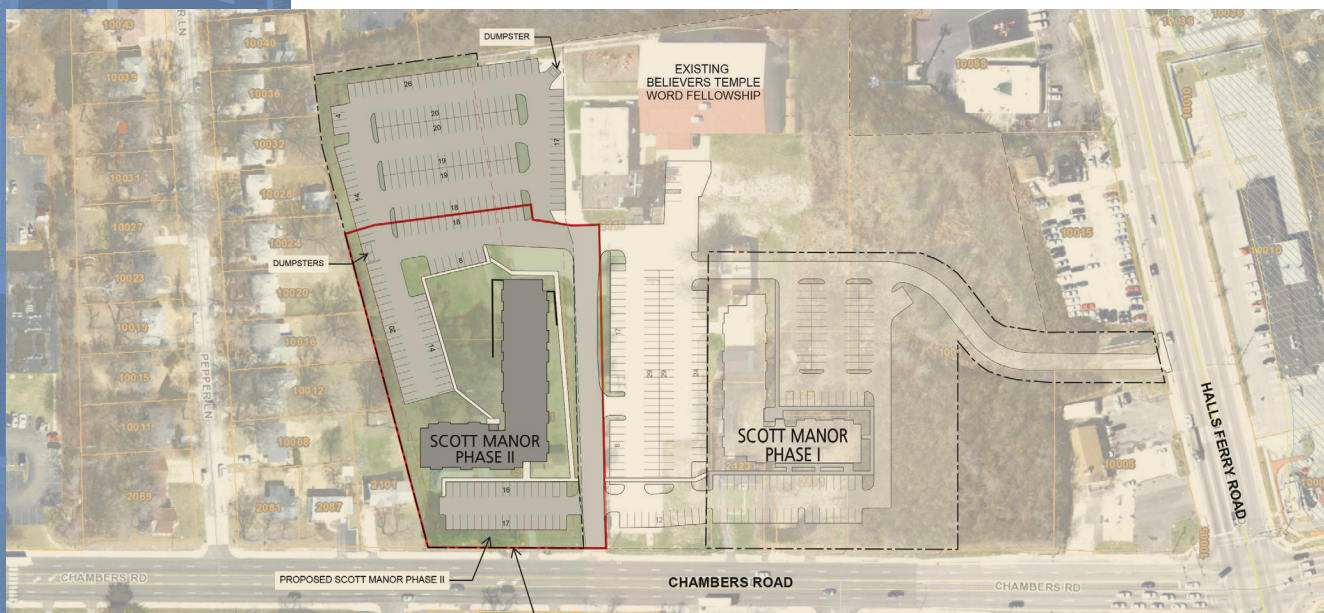




DEVELOPMENTS

Scott Manor II Senior Apartments

Scott Manor II Senior Apartments is the second phase of the recently completed Scott Manor Senior Apartments. The second phase will include 50 units and is located on the same campus in unincorporated North St. Louis County near the intersection of Chambers and Halls Ferry Roads. The unit mix consists of 14 one-bedroom units and 36 two-bedroom units. As a mixed income community, the development will have eight units dedicated to residents at or below 30% of area median income, 37 units for residents at or below 60% of area median income and five market rate units.



Number of units:
50

SLEF Equity Commitment:
\$8,389,244

Direct Investor:
Sugar Creek Capital

Financing:
Federal and State Low Income
Housing Tax Credits

Developers:
The Oakland Group; BTWF-
Urban Initiative Corporation

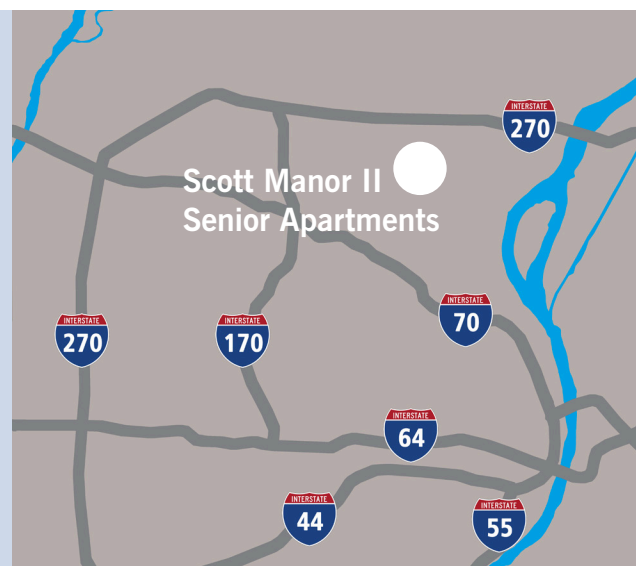
General Contractor:
Roanoke Construction, Inc.

Architect:
Rosemann & Associates, P.C.

Construction Lender:
Legacy Bank & Trust

Permanent Lender:
Legacy Bank & Trust

Property Manager:
Sansone Group





Scott Manor I



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.

Quick Facts

Through 12/31/2021

Originated **77** loans

Financing **541**
units of housing

Total funding:
\$13,243,845



www.gatewaycdfi.com

History:

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 purposes include: **lending, consulting and collaboration** to promote community and economic development throughout Missouri and the Midwest.

Lending:

Gateway provides capital to borrowers, both for-profit and non-profit entities, which are seeking funds to develop and maintain affordable housing in underserved areas throughout Gateway's target markets. Gateway provides lending opportunities directly and also through its Participation Loan Pools which are funded by its banking partners and managed by Gateway. Below are the products that Gateway offers:

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

Before



With the financing available through Gateway's participation loan pool, Flourish Properties completed the redevelopment of this two-family property in St. Louis City. These before and after photos show the amount of work completed and beauty of this building.



Lending ■

Consulting:

Gateway's consulting practice is regional in scope and offers a wide range of services which include:

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

Collaboration:

An important part of Gateway's mission is collaboration with financial institutions, government entities, developers, and other community-based organizations working in the housing and community development arena. Gateway has the flexibility and knowledge to tailor its products and services to the needs of its partners and clients.

Gateway Team

John F. Kennedy
President

Jerry Burka
Consultant –
Old Orchard Consulting

Joseph Cavato
Consultant –
JAC Consulting, LLC

Erica A. Dobreff
Consultant –
Somerset Consulting, LLC

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Chris Krehmeyer
Beyond Housing

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Peter Zeiser
Midwest BankCentre

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CIBC Bank

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Beyond Housing

Brian Davies
Great Southern Bank



Consulting ■ Collaboration

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Bank of America

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Central Bank of St. Louis

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CIBC Bank

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Consultant

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PNC Community Development Bank

John Kennedy
St. Louis Equity Fund, Inc.

Suzy Agin
Stifel Bank & Trust

Jen Call
US Bancorp CDC

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FCB BANKS

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Midwest BankCentre

David Noble
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Great Southern Bank

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Midland States Bank

David Noble
Midland States Bank

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Parkside Financial
Bank & Trust

Joseph Sooter
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Ameren

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Kevin DeGraw
Ameren

Loura Gilbert
Consultant

Wes Burns
Midwest BankCentre

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Kevin DeGraw
Ameren

Marsha Benney
Midwest BankCentre

John Barringer
Stifel Bank

2021 INVESTOR LIST

Ameren	Central Bank of St. Louis	First State Bank of St. Charles	Parkside Financial Bank & Trust
Anheuser-Busch	Central Bank of the Midwest	Great Southern Bank	PNC Bank, N.A.
Bank of Labor	CIBC Bank USA	Jefferson Bank and Trust	Simmons Bank
Busey Bank	CNB St. Louis Bank	Midland States Bank	Spire Inc.
Cass Commercial Bank	Commerce Bank	Midwest BankCentre	Stifel Bank
Centene Corporation	FCB BANKS	Northern Trust Corporation	Stifel Bank & Trust

CURRENT ST. LOUIS EQUITY FUND GENERAL PARTNERS

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



DeSales Preservation

OUR TEAM



John F. Kennedy
President and CEO



Andrew Walshaw
Executive Vice President



Amy McDermott
Vice President – Operations



Cleo Miller Sr.
Construction Manager



Eldina Qirici
Accounting Manager



Cate Trende
Asset Manager

Professional Consultants

Spencer Fane
Attorneys at Law



Polsinelli
Attorneys at Law



The Hawes Law Firm P.C.
Attorneys at Law



RubinBrown LLP
Certified Public Accountants



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Investments building affordable communities