

## Overview

Citi and its Advisory Council are now soliciting applications for diverse fund managers to each manage \$25-40 million of Community Reinvestment Act (“CRA”) qualifying private equity funds, the investment objective of which will be the preservation of affordable multifamily housing across the United States. Each fund will acquire multifamily housing primarily for the benefit of low to moderate income individuals and communities (including workforce, regulated and mixed-income housing) with a commitment to community development and engaging diverse professionals throughout the acquisition and ownership infrastructures. Fund managers, or their related entities, are anticipated to be the sole property-level general partners for each property, though some allocation to unrelated third party- and JV-managed properties, such as with a non-profit, is also encouraged. In each such case of allocation, the majority of property-level general partnership interests must be controlled by racially diverse entities.

### Minimum Qualifications:

Each firm must be at least 50% owned by racially diverse person(s), with a focus on black fund managers.

### Previous Experience

- ✓ Minimum 5 years
- ✓ Previously managed fund investments of \$50MM+ equity capital, including property-level investments
- ✓ Acquired or developed and asset managed 500+ units of multifamily housing, with an emphasis on affordable / workforce housing
- ✓ No negative prior relationships with Citi, HUD / FHA, municipal housing agencies or GSEs

The selection of fund managers will be approved by Citi after its Advisory Council of diverse industry representatives has helped evaluate applications. Selection will be based primarily upon the firm’s relevant experience, knowledge of the affordable housing industry, ability to evaluate project-level equity investments, a comprehensive plan of finance, geographic focus, and the ability to deploy capital in a risk adjusted responsible manner.

Each **Application Package** submission will enable Citi and its Advisory Council to evaluate each firm’s prior experience, along with the experience and qualifications of the individuals who will be a part of the fund managers’ teams. Citi and its Advisory Council will also evaluate each firm’s commitment to serving the needs of local communities. Zoom interviews with potential candidates will be scheduled with Citi and the Advisory Council. Citi and its Advisory Council reserve the right to seek additional information from any and all firms, to select finalists.

## Application Package

- Resume detailing the applicant's experience, including the experience of the individuals who would be directly involved in fund management, acquisition and on-going asset management:
  - Properties acquired / developed, REO schedules listing currently and (separately) previously owned commercial real estate properties generally and conventional, affordable, workforce and mixed-income multifamily housing, specifically
  - History of private and institutional money invested, including track record / performance
  - Prior work with banks, if any, to detail CRA eligibility
- Business Plan for sourcing and managing acquisitions, geographic target areas and plans for additional fund raising
- Organizational structure and governance (including W-9, organizational structure/ legal ownership chart, full legal name, business address)
- Financial statements for each of the prior three (3) years
- Statement of commitment to engaging diverse teams with details
- Statement of the minimum and maximum amount of investment from Citi that your organization is applying for, if different from the \$25-40 million contemplated by Citi

To enable minority-owned or led fund managers to develop the infrastructure and experience for institutional fund management, to accelerate Citi's approval and speed to market, and to provide consistency of structure, reporting and administration for Citi, L+M Development Partners ("L+M") will serve as each fund's minority-interest fund management partner. Under this partnership, L+M will provide individuals to work with each selected firm's team to evaluate opportunities and will be part of each fund's investment committee. L+M will provide operational infrastructure, financial reporting and CRA/impact reporting for each fund that is standardized and acceptable to Citi. L+M will have minority interest in fund management fees.

### **Advisory Council Members:**

Gwendolyn Hatten-Butler, President and Chief Investment Officer, Capri Investment Group  
Maurice Jones, President, Local Initiatives Support Corporation  
Gary Rodney, Managing Director, Affordable Housing, Tishman Speyer  
Ron Moelis, CEO, L+M Development Partners  
Gina Nisbeth, Director, Citi Community Capital

To receive a term sheet and draft fund legal documents kindly sign the accompanying Limited Disclosure Agreement and return to [Gina.D.Nisbeth@citi.com](mailto:Gina.D.Nisbeth@citi.com).

Submit an electronic copy (PDF format ONLY) of your application package by January 8<sup>th</sup>, 2021 to [Gina.D.Nisbeth@citi.com](mailto:Gina.D.Nisbeth@citi.com).

***This communication is provided for information purposes only, and is not an offer, solicitation, or recommendation to purchase or sell any financial instruments or other products. Prior to determining to apply for a fund manager position, you should consult with your internal and external counsel and other advisors to the extent you deem appropriate.***