Southern Nevada Enterprise Community Board
City of Las Vegas City Hall, 495 S. Main St.
Council Chambers
City of Las Vegas Internet Address: www.lasvegasnevada.gov

AGENDA

December 19, 2022
3:30 PM

1. **Call to Order and Roll Call**
2. **Announcement Regarding: Compliance with Open Meeting Law**
3. **Public Comment:** Comment during this portion of the agenda must be limited to matters on the agenda for action. If you wish to be heard, come forward and give your name for the record. The amount of discussion, as well as the amount of time any single speaker is allowed, may be limited.
4. For possible action to approve the Final Minutes by reference of the Regular Meeting of September 12, 2022
5. Report by Karen Schnog, Management Analyst II for the City of Las Vegas, regarding the Summary Budget Status Report for the Southern Nevada Community Project Fund
6. Presentation by Leah Hendricks, Vice President, and Darian Z. Harris, Associate, Advantage Capital, on state and federal New Market Tax Credits providing capital to businesses in distressed neighborhoods in Southern Nevada
7. Discussion for possible action regarding City of Las Vegas staff being given direction to submit the biennial report for the Southern Nevada Enterprise Community (SNEC) Board to the Legislative Counsel Bureau
8. **Discussion regarding topics for future agenda items.** Comments made during this portion of the agenda by individual members shall refer solely to proposals for future agenda items and any discussion shall be limited to whether or not such proposed items are within the purview of the Board and/or whether such proposed items shall be placed on a future agenda. No discussion regarding the substance of any such proposed topic shall occur and no action shall be taken.
9. **Citizens Participation:** Public comment during this portion of the agenda must be limited to matters within the jurisdiction of the Board. No subject may be acted upon by the Board unless that subject is on the agenda and is scheduled for action. If you wish to be heard, come forward and give your name for the record. The amount of discussion on any single subject, as well as the amount of time any single speaker is allowed, may be limited.
10. **Adjournment**

Facilities are provided throughout City Hall for the convenience of persons with disabilities. Reasonable efforts will be made to assist and accommodate persons with disabilities or impairments. If you need an accommodation to attend and participate in this meeting, please call the City Clerk's office at 702-229-6311 and advise of your need at least 48 hours in advance of the meeting. Dial 7-1-1 for Relay Nevada.

THIS MEETING HAS BEEN PROPERLY NOTICED AND POSTED AT THE FOLLOWING LOCATIONS
IN ACCORDANCE WITH THE NOTICING STANDARDS AS OUTLINED IN NRS 241.020:
The City of Las Vegas website – www.lasvegasnevada.gov
The Nevada Public Notice website – notice.nv.gov
City Hall, 495 South Main Street, 1st Floor

INTRODUCTION TO

Flexible Growth Capital

NEW MARKET TAX CREDITS

Submitted at Meeting
Date: 12/19/22 Item: 6
By Leah Hendricks and Darian Harris

Advantage Capital

Dual Mission

FOUNDED IN 1992

Formed to bring businesses, technologies and jobs to communities that have historically lacked access to investment capital, while also generating competitive returns for our investors. Advantage Capital is one of the top allocatees under the federal NMTC program, having been allocated nearly $860 million in 13 of 17 highly competitive allocation rounds. Recognized by Real Leaders as one of the 200 Top Impact Companies four years in a row.

Access to Capital

$3.8B INVESTED

By successfully utilizing our public-private partnership model, we have been able to invest more than $3.6B since 1992.

Community Impact

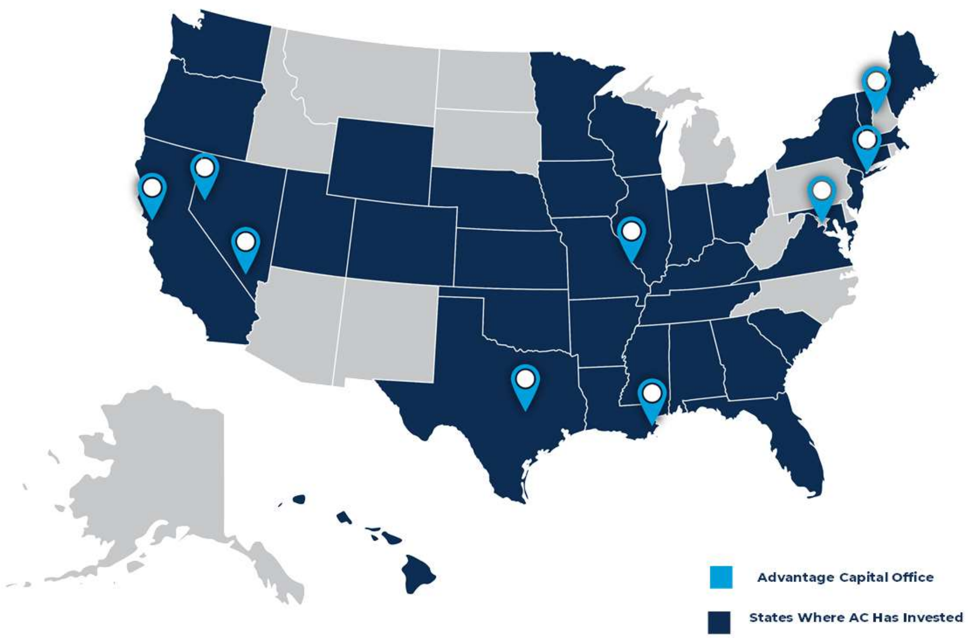
800+ INVESTMENTS

The entrepreneurs, management teams and employees we work with are committed to helping their communities grow.

Job Creation

66K+ JOBS SUPPORTED

We are focused on supporting the creation of high-quality jobs through investments in a wide range of industries.



Our Silver State Growth & Recovery Capital Initiative

The New Markets Tax Credit Program (NMTC Program) was created in 2000 through the Community Renewal Tax Relief Act. The program helps economically distressed communities attract private capital by providing investors with a Federal tax credit. Investments made through the NMTC Program are used to finance businesses, breathing new life into neglected and underserved low-income communities.

Nevada adopted its initial state NMTC Program in 2013 and reauthorized the program in 2019.

9 YEARS

OF ACTIVE INVESTMENTS IN NEVADA

$155M+

INVESTED IN NEVADA

31

NEVADA PORTFOLIO COMPANIES

The Silver State Growth Capital Initiative includes Advantage Capital entity MidWest Community Development Fund XIII as well as other Nevada & Federal New Markets Tax Credit Allocatees.

Qualification

How do I know if I qualify for NMTC financing?

The New Markets Tax Credit program determines eligibility on a census tract basis. This map shows an example of qualified areas (red, yellow) in Las Vegas. Outside of location, businesses must also meet the SBA size standards and operate outside of a handful of prohibited industries.

WHAT WE'RE LOOKING FOR

- Growing businesses in qualified areas
- Opportunities for investing between $2M and $10M

WHAT WON'T QUALIFY

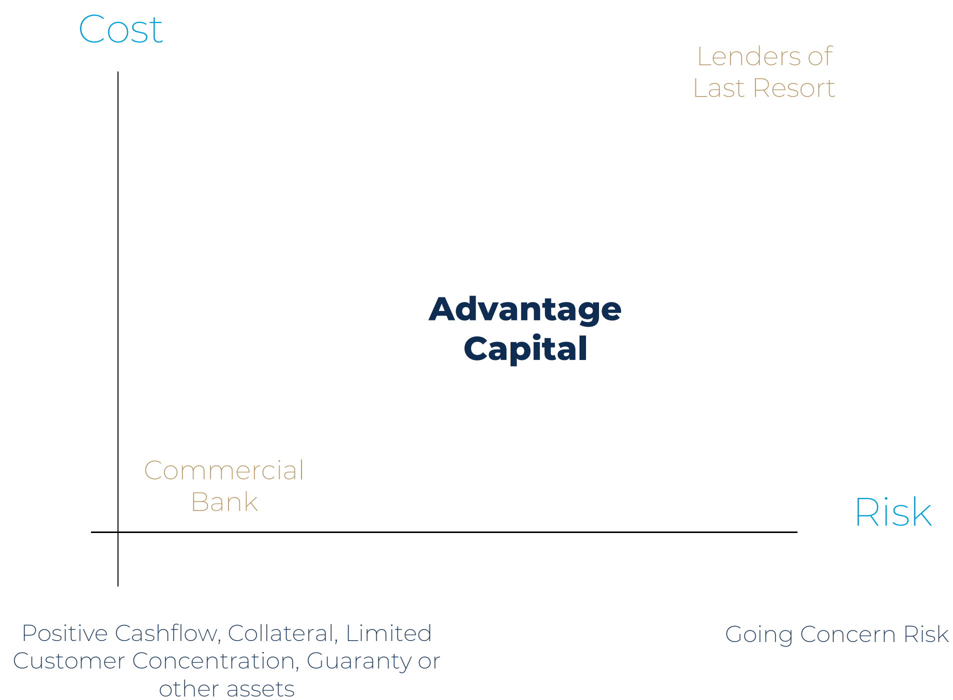
- Businesses outside of qualified areas
- Businesses in "sin industries"
- NV limits on size/sector/abatement

Who We Serve

Entrepreneurs & Small Business Operators

- We invest in and lend to Nevada's growing and recovering companies located in low-income communities. Our investments cover a wide range of industries, geographies, structures and uses.

- We provide debt solutions to established businesses and impactful organizations that require:
  - Patient repayment terms – interest only, longer amortization
  - Flexible collateral, guaranty and second lien options
  - Realistic credit metrics – higher ratios of for debt to earnings and/or loan to value of collateral
  - Competitive rates



Who We Serve

Founders, Startups & Unicorns

- Growth Capital Investments in Scaling Businesses
- Series A- C or Convertible Note
    - Wide Range of Industries
    - Product Market Fit & TAM
    - Traction
    - Strong Management Team

Pre-Seed & Seed

Series A – C

Advantage Capital

How to Recognize an NMTC Opportunity

NMTC flexible capital can be used for a wide range of business and real estate uses, including equipment purchases, infusion of working and operating capital, or extension of funds for new construction/rehabilitation, infrastructure and remediation. While the organization type, size and lifecycle will vary, the cornerstone of a good NMTC opportunity is the creation and retention of quality jobs.

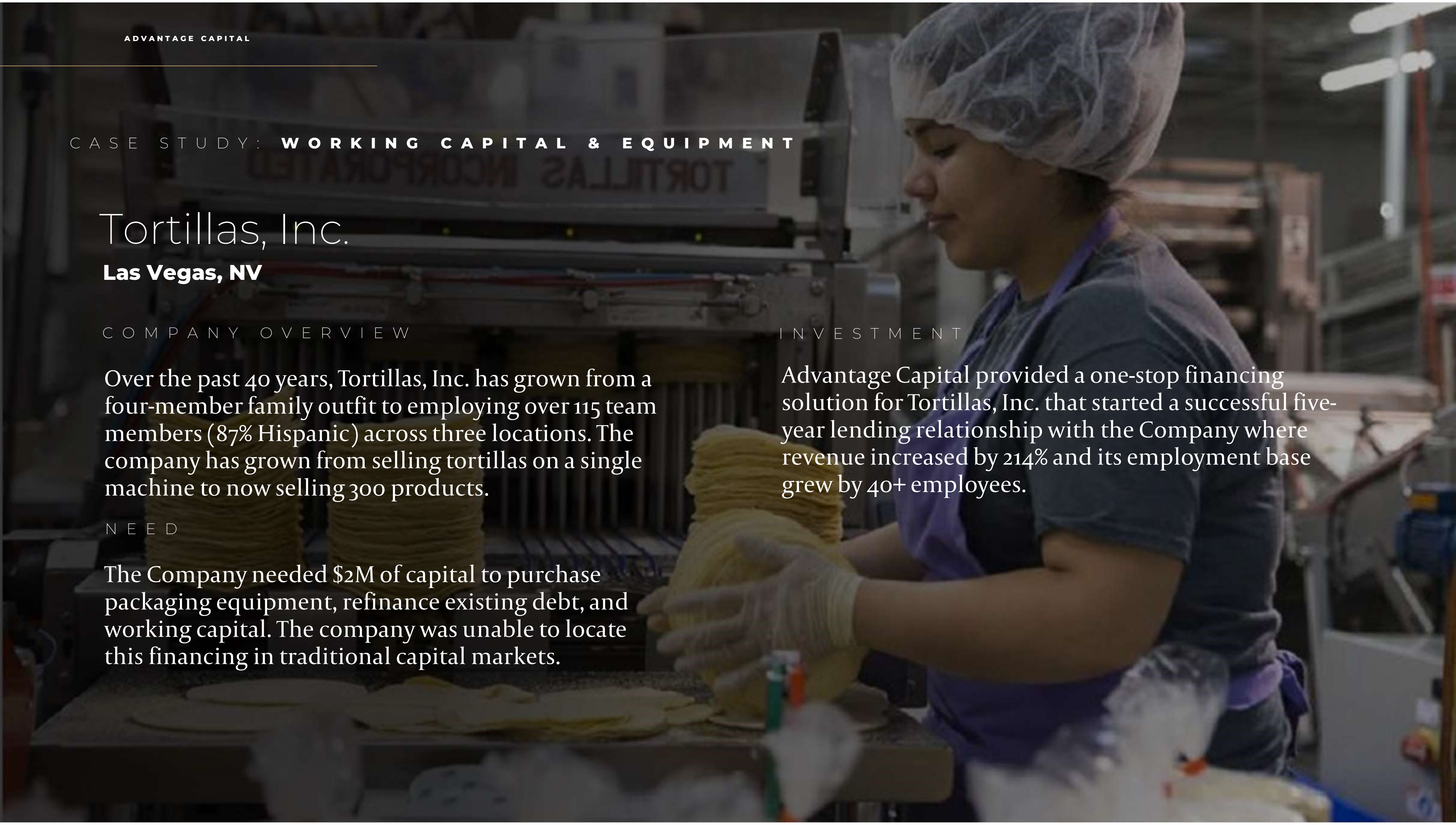
Companies that will create & maintain quality jobs

Early-stage companies that require equity investment to scale

Companies that may not meet typical bank underwriting requirements

Impactful organizations and projects that can be amplified or accelerated with additional capital

Our Nevada Portfolio



ADVANTAGE CAPITAL

CASE STUDY: **WORKING CAPITAL & EQUIPMENT**

Tortillas, Inc.

Las Vegas, NV

COMPANY OVERVIEW

Over the past 40 years, Tortillas, Inc. has grown from a four-member family outfit to employing over 115 team members (87% Hispanic) across three locations. The company has grown from selling tortillas on a single machine to now selling 300 products.

NEED

The Company needed $2M of capital to purchase packaging equipment, refinance existing debt, and working capital. The company was unable to locate this financing in traditional capital markets.

INVESTMENT

Advantage Capital provided a one-stop financing solution for Tortillas, Inc. that started a successful five-year lending relationship with the Company where revenue increased by 214% and its employment base grew by 40+ employees.

Thank you.

To learn more about Advantage Capital or New Markets Tax Credits, please contact us.

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