



# FAITH BASED DEVELOPMENT INITIATIVES

Structuring your Deal



# CREATING THE FRAMEWORK

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- MDA or MOU
- What are the parties expecting of each other?
- What resources/benefits/examples are the parties bringing?
- What are the economic expectations?
  - How much paid at closing v. how much paid over life of the deal
  - Cash flow waterfall

# UNDERSTANDING CHURCH RULES

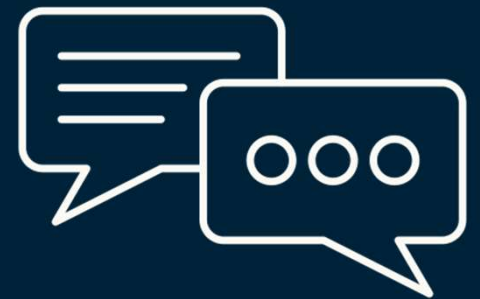
Timing



Approvals



Communication  
Structures



# FINANCING/DEAL STRUCTURE QUESTIONS AND ISSUES

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- Sale or Ground Lease
- Co-Developer
- Co-Owner
- Management
- Exit Strategy/Unwinding



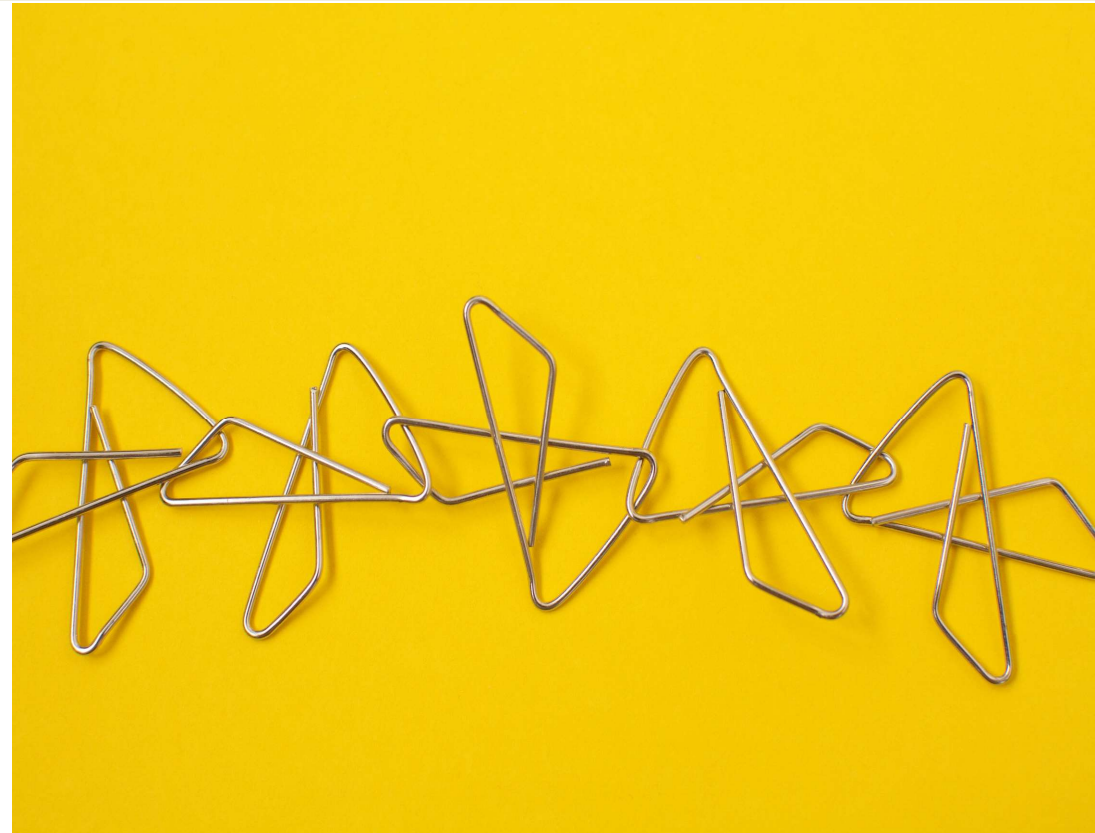
# GROUND LEASE



- Long Term. Think 99 Years. Tax Equivalent of Sale.
- Rental Lease Payments.
- Standstill Provisions.
- Stand Alone Affordable Requirements.
- Consent/Transfer Rights.
- Termination.

# Joint Venture Agreements/Economics

- Which Agreement are You Talking About? Developer JV Agreement? General Partner JV Agreement
- Consent Rights
- Day-to-Day Management
- Budget
- Fees (Developer, Management, Other...)
- Cash Flow



# RFQ Major Topics to be Considered

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- Vision & Program
- Regional and Area Information
- Entitlement Information
  - Current Zoning
  - Future Land Use
  - Committed and Proposed nearby Improvements





# RFQ Major Topics to be Considered

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- Jurisdictional Support for the Vision
  - Financial Incentives
  - Re-Zoning Assistance
  - Political Imperatives
- Experience & Qualifications
- Financial Capacity
- Respondent's Organizational Structure



# Questions?

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