

Neighborhood Lending Partners

Government News

December 2025



NLP Selected for Miami-Dade County Services



Neighborhood Lending Partners was selected, along with three other organizations, to perform underwriting services for Miami-Dade County. For the next five years, NLP will be one of the companies solicited by the County to bid on projects that they undertake.

The bidders will be used to obtain Credit Underwriting Services, Subsidy Layering Reviews, and other related services for programs for the Department of Housing and Community Development. This includes Multi-Family Housing, Affordable Housing Development Program and Special Economic Development Projects including but not limited to, refinancing, subordinations, and loan modifications. Services will be rendered for federally funded, bond financed projects, four percent (4%) Low-Income Housing Tax Credit, nine percent (9%) Low-Incentive Housing Tax Credit and/or other non-tax credit projects.

NLP Provides Services to Marion County

Marion County asked Neighborhood Lending Partners to review applications of rental developers that sought Local Government Area of Opportunity (LGAO) funding from the County. LGAO funds are local contributions that local governments provide to developers seeking tax credit funds from the Florida Housing Finance Corporation. Receiving these funds is practically essential for developers to receive funding by the Florida Housing Finance Corporation in counties designated as large and medium counties. NLP reviewed the application and made a recommendation on which developer to approve.



This recommendation was based on which proposal had the best attributes to be selected for funding. We presented this finding to the County's Affordable Housing Advisory Committee, which agreed with the recommendations.

Cash Flow Loans: A Tool That Needs Sharpening

Affordable housing cash flow loans are specialized financial products that support the long-term financing and refinancing of affordable multi-family housing projects. These loans aim to provide consistent, steady returns by ensuring rental income, reduce risk, and lower borrowing costs for projects serving low-to-moderate-income communities.

Lenders may structure these as non-recourse loans and may require borrowers to meet specific criteria and certifications related to the property's cash flow and community impact. These types of loans are popular with local governments and mission driven lenders to ensure that a project is successful. However, before a cash flow loan is even considered, there are steps that need to be performed to make sure it is justified and necessary:

- 1) Loan needs to be underwritten by an individual or entity that is proficient in that task. Rental multi-family underwriters review dozens of files each year, and know what costs and projections are reasonable and justified. They need to look beyond what developers submit to see if the pro formas and sources and uses statements are realistic.
- 2) A knowledgeable underwriter should determine annually what the yearly payback should be. This underwriter should be selected by the local government (lender). Certified financial statements and audits need to be submitted and reviewed.
- 3) A written agreement needs to include what expenses will be allowed to be included in the calculation of the yearly payback. Will you allow the deferred developer fee to be paid before you are paid? How much of a management fee will be allowed? Repayments to investors? Make sure that is in your agreement, not just some reference to another document that is not part of the agreement (for example, a bank or trustee agreement).
- 4) Look at your underwriting document and see when the project will cash flow. If in year 3 they start having robust cash flows, there is no reason to have a cash flow agreement. Maybe you include a payment in those 3 years just to cover your monitoring costs, and then start loan payments.

Whatever way you go, it is important that you have experienced underwriter that can assist you in these efforts.

NLP Is Here For You

NLP is a Treasury Certified CDFI that provides lending for affordable and workforce housing, and provides services to local governments, such as underwriting, loan servicing, program management, and monitoring. Contact George Romagnoli at (727) 992-27555 for more information.

