

**Lauth Property Group**  
**New Markets Tax Credit Transaction**

Norfolk, Virginia  
3<sup>rd</sup> Congressional District

CDEs:	SunTrust Community Development Hampton Roads Ventures
Closing Date:	November 26, 2008
Qualified Equity Investment:	\$36,680,000
Side-by-Side Convention Financing:	\$29,244,000
QALICB Equity:	\$7,201,443
Borrower Description:	Special Purpose Real Estate Company
Project Description:	New construction of medical office and retail building with parking garage (213,628 gross square foot medical office space; 21,000 rentable square feet first floor retail; 303,000 gross square foot 903 space parking garage)
QLICI Amount:	\$31,640,000
QLICI Terms:	<ul style="list-style-type: none"><li>Loans with fixed rates from 1% to 6.55%; 7-40 year terms; interest only; 100% loan to cost with back-end purchase option.</li><li>Equity ownership of 1% with back-end purchase option.</li></ul>
Local Participation:	\$4.8m Redevelopment Authority Grant and Loan; \$4m land contribution
Additional Benefits:	Structured NMTC Back-End Residual and Grants to minimize tax consequences under Section 118.
New Markets Tax Credit:	\$14,305,200
Our Role:	Educated Developer on how to use NMTC in commercial developing and represented its QALICB, structuring the QLICIs, review and negotiation of all QLICI documents, all real estate due diligence and issuing the QALICB and QLICI tax opinion