

## NORTHWEST LOUISIANA FINANCE AUTHORITY TERM SHEET

Natchitoches Thomas Apartments Preservation LLC is a Louisiana limited liability company and is proposing to substantially rehabilitate an existing multifamily housing development located on the Site (the **“Project”**). The Northwest Louisiana Finance Authority (the **“Authority”**) is a local public trust, whose mission and purposes include the promotion of community development in the form supporting the existence of quality affordable housing. The Developer has requested certain tax incentives in order to ensure project viability. There is a significant need for quality affordable housing in the City of Natchitoches (the **“City”**), and the Authority desires to assist in such efforts to development and substantially development said quality affordable housing. In order to accomplish this purpose, the Authority is providing community development incentives to the Developer which have been negotiated by the Developer with local leaders. The incentives will be provided through the utilization of payment-in-lieu of tax (**“PILOT”**) arrangement. The Authority proposes to enter into a PILOT Lease Agreement (the **“PILOT Agreement”**) with the Developer based on the guidelines outlined in this Term Sheet. The PILOT Agreement will provide for an abatement of a portion of ad valorem taxes during the period of time consisting of twenty years after the **“Conversion Date”** as such term is defined in the Tax Regulatory Agreement to be executed among the Developer, the Louisiana Housing Corporation and Hancock Whitney Bank, governing the requirements the Developer must comply with in order to utilize financing provided by the Louisiana Housing Corporation. During the Term of the PILOT Agreement, the Developer will receive the benefit of a reduction in ad valorem taxes associated with the Project and the Project shall be in compliance with all regulatory requirements provided for in the Tax Regulatory Agreement during the Term.

<b>Authority:</b>	Northwest Louisiana Finance Authority
<b>Developer:</b>	Natchitoches Thomas Apartments Preservation LLC
<b>City:</b>	Natchitoches, Louisiana
<b>Site:</b>	500 North Street in Natchitoches, State of Louisiana (the <b>“Site”</b> ).
<b>Project:</b>	The substantial rehabilitation of the 120-unit multifamily rental housing development located at 500 North Street in Natchitoches, Louisiana known as the Natchitoches Thomas Apartments
<b>Lease Term:</b>	The PILOT Agreement shall expire twenty 20 years from the conversion date or up to twenty-five (25) years.
<b>Property Tax Incentive:</b>	Exemption of Project from one hundred percent (100%) of ad valorem taxes during the Lease Term.
<b>Fees:</b>	The Developer agrees to pay the following fees:

- (a) At the signing of this Term Sheet, the non-refundable application fee in the amount of \$3,000.
- (b) Upon execution of the PILOT Agreement, the closing fee of the Authority in the amount of 1/20<sup>th</sup> of 1% of the capital cost of the Project;
- (c) The legal fees of the Program Counsel to the Authority as incurred by the Authority for the provision of the tax abatement to the Developer;
- (d) On the 1<sup>st</sup> day of December in each calendar year, commencing the year of the conveyance of the Project, or a substantial portion thereof, to the Authority, an annual administrative fee in the amount of 1/10<sup>th</sup> of 1% of the capital cost of the Project.

This Term Sheet provides a summary of certain financial terms offered to the Developer by the Authority. The terms herein are subject to additional terms and conditions to be negotiated by the parties and contained in a PILOT Agreement and related documents (collectively, the ***“PILOT Documents”***). This Term Sheet serves as a basis to move forward pursuant to the guidelines contained herein. By signing below, the parties agree to work in good faith to negotiate the PILOT Documents. Notwithstanding anything to the contrary herein, neither party is bound to execute the PILOT Documents. This Term Sheet is subject to the approval of the Authority and its Beneficiary and Natchitoches City Council.

**[Remainder of page intentionally left blank; signature page to follow]**

Accepted on this \_\_\_\_ day of \_\_\_\_\_, 2024 by:

**NORTHWEST LOUISIANA FINANCE AUTHORITY**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Its: \_\_\_\_\_

**NATCHITOCHEs THOMAS APARTMENTS PRESERVATION LLC**

By: \_\_\_\_\_

Name: \_\_\_\_\_

Its: \_\_\_\_\_

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