

Information Session

Real Estate Gap Financing Program

October 15, 2024



Real Estate Gap Financing Program

Provide grant funding to for-profit or non-profit entities for real estate development projects located in 25 eligible distressed municipalities that require gap financing and that address the negative economic impacts of the COVID-19 pandemic

REGF Program Timeline

- NJEDA Board Approval: July 17, 2024
- Application Launch: October 10, 2024
---competitive, scored application process---
- Informational Webinar: October 15, 2024
- Question Period Ends: November 12, 2024
***email all program questions/inquiries: realestateinfo@njeda.com
- Application Deadline: January 8, 2025

****FEDERAL FUNDING EXPENDITURE DEADLINE DECEMBER 31, 2026****

All info on EDA's website @ [Real Estate Gap Financing Grant Program - NJEDA](#)

Budget & Funding Parameters

Program Budget

- \$10M total from Governor Murphy's Fiscal Year 2023 State Budget
--utilizing Federal American Rescue Plan State and Local Fiscal Recovery Funds



Funding Parameters

- Grant Funding to be provided based on competitive application
- Minimum grants of \$ 500,000
- Maximum grants of \$ 5,000,000
- Total grant funding cannot exceed 50% of the total of all project development costs
- No applicant (and or applicant related entity) may receive more than one grant award
- Maximum one application will be funded in any one municipality.

Eligible & Ineligible Uses/Project Types

- **Commercial** *(including office and/or supermarkets/grocery stores)*
- **Mixed-use developments** *(if residential –min. 20% low- mod units)*
- **Non-profit/community use projects** *(not government owned)*
- **Cultural, Arts, Performing Arts**
- **Manufacturing/Industrial**

INELIGIBLE

- 100% warehouse
- 100% retail
- Primarily for government or educational use
- Projects that have started construction

Eligible Uses/Project Types *(contd.)*

- ▶ New Construction and/or

- ▶ Substantial Rehabilitation

- ☐ any project where the extent and nature of the work is such that the work area cannot be occupied while the work is in progress and where a new certificate of occupancy is required before the work area can be reoccupied.....
- ☐ not for projects comprised only of floor finish replacement, painting or wallpapering or the replacement of equipment or furnishings.....

Notes re Projects & SLFRF funding requirements

- ▶ Projects must evidence a funding gap
- ▶ Projects must address negative economic impacts of the COVID-19 pandemic
- ▶ Applications/projects will be subject to federal Duplication of Benefits requirements and cost reasonableness review
- ▶ 5-year deed restriction to ensure no change in project use for 5 years
- ▶ NJ Prevailing Wage, affirmative action, labor standards compliance
- ▶ Federal Funding Expenditure & Project Completion by 12/31/2026

Eligible Applicants

- ▶ **For-profit Development Entities**
- ▶ **Not-for-profit Development Entities**

NOTE: Maximum of 1 grant application per applicant/EIN

Applicants must be in good standing with the State (*Tax Clearance, DOL & DEP checks, legal reviews*)

INELIGIBLE –

- **City/county/state entities**
- **State colleges or universities**
- **Including any government entity that may also have non-profit status**

Eligible Project Locations

► Projects must be located in municipalities which meet both:

- **Top 20% of municipalities within the 2023 Municipal Revitalization Index (MRI)**
The MRI serves as the State's official measure and ranking of municipal distress.
- **Top 20% of municipalities based on Commuter-Adjusted Population (ACS 5 yr)**
This is "Daytime Population" which is the calculation of Total Resident Population + Total Workers Working in Area – Total Workers Living in Area.

► 25 eligible municipalities

Bayonne, Belleville, Bridgeton, Carteret, East Orange, Elizabeth, Garfield, Hackensack, Irvington, Jersey City, Kearney, Lakewood Township, Linden, Long Branch, Middle Township, Millville, North Bergen, Orange, Pennsauken, Perth Amboy, Plainfield, Union City, Vineland, West New York, and Winslow.

****Excluding cities that received ART Phase 1, AC Revitalization, Urban Investment Fund allocations**

Application Notes

Online

- ▶ Using the standard NJEDA Common Application Portal
- ▶ Program specific documentation including document & narrative uploads
- ▶ No application fee

Application open for approximately 90 days

Competitive scoring and review process

All REGF funding awards will be presented to NJEDA Board for funding approval



**APPLICATIONS WILL BE ACCEPTED FROM Thursday, October 10th, 2024 AT 10:00AM
UNTIL Wednesday, January 8, 2025 AT 5:00PM.**

Scoring Criteria:

65 Points minimum score for funding consideration

Scoring Criteria	Available Points
Overall Project Concept/Project Benefits/Small, Women, Minority, Veteran Owned Businesses (“SWMVBE”)	30%
Experience and capacity of applicant	20%
Readiness to Proceed and Reasonableness of timeline	30%
Financial feasibility and cost effectiveness	20%

***** This is a Competitive Grant Application, not rolling or first-come, first-served *****

Real Estate Gap Financing Grant Program

Sample Application



NJEDA Application Center Sign In Page

<https://programs.njeda.com/en-US/>

If this is the first time you are using this portal to apply for an NJEDA product, please click “Register” button on the top

NJEDA Application Center

[Sign in](#) [Register](#) [Redeem invitation](#)

If you are the first-time user, please click "Register" button on the top.

* User name

* Password

☐ Remember me?

[Sign in](#) [Forgot your password?](#)

If you have forgotten your password, simply click on the “Forgot your password?” button and follow the instructions. An email will be sent enabling you to reset. Please note that your Username will be included in the email you receive. Be sure to confirm that you are using the correct username when you sign in.

NJEDA Application Center Sign In Page

<https://programs.njeda.com/en-US/>

Find “Real Estate Gap Financing” on list and click to begin application



NJEDA Application Center

My Applications

Compliance

English

NJEDA Online Application Center

Welcome to the NJEDA's online application Center.

To register for access to submit an application on this website, please [review this link for details](#). For additional questions, call NJEDA at 1-844-965-1125

Interested in learning more? Please visit us at [NJEDA.gov](#)


Please DO NOT use Internet Explorer as your browser to complete this application as it is unsupported and may cause delays to your application processing. Alternative browsers include 'Microsoft Edge', 'Chrome', or 'Safari.'

Questions about submitting your application? Please contact NJEDA Customer Care at 844-965-1125


Aspire	Asset Activation Grant	Brownfields Redevelopment Incentive
Child Care Facilities Improvement Grant Program Phase 2	COVID Phase 4 Grant	Emerging Developers
Food Desert Tax Credit	Food Security Planning Grant	Green Workforce Training Grant Challenge
Historic Property Reinvestment	Henri/Ida Business Assistance Grant	Innovation Evergreen Fund - Tax Credit Auction
Main Street Micro Business Loan	Manufacturing Voucher Program Phase 2	NJ Cool
NJ RISE	New Jersey Innovation Fellows	New Jersey Innovation Fellows Entrepreneur Supplemental
New Jersey Innovation Fellows Resubmission	NJ ZIP Purchaser Phase 1	NJ ZIP 2 Purchaser Part 2 - Applicant List Page
NJ ZIP Vendor Phase 1	NJ ZIP Vendor Phase 2	Small Business Improvement Grant

Start Application

Read this information before starting your application.



Click **CREATE** button to start application.



Real Estate Gap Financing Application

WELCOME: Real Estate Gap Financing Application

Program Description:
The Real Estate Gap Financing Grant Program is a pilot program established to provide grants for real estate development projects located in distressed municipalities as defined below that require gap financing and that address the negative economic impacts of the COVID19 pandemic.

Eligibility:
Eligible applicants are for-profit and non-profit entities (each, an "Applicant" or "Developer Entity") which are undertaking an eligible real estate project in an eligible municipality (as outlined below) that require gap financing and that address the negative economic impacts of the COVID-19 pandemic.

Eligible Projects:
The following types of real estate projects (new construction and/or substantial rehabilitation as defined below) which are located in distressed municipalities as defined below are eligible and will be considered for Real Estate Gap Financing grants:

- Commercial (including office and/or supermarkets/grocery stores).
- Mixed Use development must comply with the 20% reservation for low- and moderate-income households required by N.J.S.A. 52:27D-329.9(b).
- Non-profit/Community owned.
- Cultural, Art.
- Manufacturing/Industrial.

Please note: Projects consisting solely of warehouse and/or retail spaces are ineligible for funding. Additionally, any warehouse use included must be ancillary and in direct support of the site's eligible primary use. Projects primarily for governmental or educational use are ineligible for funding, including buildings that would be owned, leased, or primarily leased (51% of square footage) by governmental or educational entities following development.

Substantial rehabilitation shall have the same meaning as "reconstruction" in N.J.A.C. 5:23-6.3 as "any project where the extent and nature of the work is such that the work area cannot be occupied while the work is in progress and where a new certificate of occupancy is required before the work area can be reoccupied. Reconstruction may include repair, renovation, alteration or any combination thereof. Reconstruction shall not include projects comprised only of floor finish replacement, painting or wallpapering, or the replacement of equipment or furnishings. Asbestos hazard abatement and lead hazard abatement projects shall not be classified as reconstruction solely because occupancy of the work area is not permitted."

Projects that have started construction are not eligible. Construction, including demolition and remediation, cannot start until EDA's approval of the application.

Eligible municipalities where projects could be located would include the 25 municipalities as listed below:

Bayonne, Belleville, Bridgeton, Carteret, East Orange, Elizabeth, Garfield, Hackensack, Irvington, Jersey City, Kearney, Lakewood Township, Linden, Long Branch, Middle Township, Millville, North Bergen, Orange, Pennsauken, Perth Amboy, Plainfield, Union City, Vineland, West New York, and Winslow.

Per US Treasury deadlines and federal SLFRF requirements, all Program funds must be expended by December 31, 2026.

In the event of any questions, please contact a Real Estate Gap Financing team member at realestateinfo@njeda.gov

Language Assistance:

ATENCIÓN: si habla español, los servicios de asistencia lingüística, gratuitos, están disponibles para usted enviando un correo electrónico a languagehelp@njeda.gov.

تنبیه: إذا كنت تتحدث اللغة العربية، فإن خدمات المساعدة اللغوية مجانية متاحة لك عبر إرسال بريد إلكتروني إلى languagehelp@njeda.gov.

注意: 如果您说普通话, 可以通过发送电子邮件至 languagehelp@njeda.gov 免费获取语言协助服务。

ध्यान दें: यदि आप हिंदी बोलते हैं, तो languagehelp@njeda.gov पर ईमेल द्वारा, आप के लिए नि:शुल्क भाषा सहायता सेवाएं उपलब्ध हैं।

ATTENZIONE: se parla italiano, può usufruire gratuitamente di servizi di assistenza linguistica scrivendo all'indirizzo languagehelp@njeda.gov

알림: 한국어를 사용하시는 경우, 언어 지원 서비스가 무료로 제공됩니다. languagehelp@njeda.gov 을 통해 제공됩니다.

UWAGA: Jeśli mówisz po polsku, możesz uzyskać pomoc tłumacza bezpłatnie wysyłając e-mail pod adres languagehelp@njeda.gov.

ATENÇÃO: se você falar português, oferecemos serviços de apoio de idioma gratuitos. Envie um e-mail para languagehelp@njeda.gov.

ATTENTION: Kung nagsasalita ka ng Tagalog, magagamit mo ang libreng mga serbisyonang tulong sa wika sa pamamagitan ng pag-email sa languagehelp@njeda.gov.

Create Real Estate Gap Financing Application

Common Application ID	Applicant Organization Name	Applicant Entity Type	Federal Employer Identification Number (FEIN)	Application Status	Created On	Full Application Submitted
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Primary Point of Contact

Provide contact information for the Primary Point of Contact for this application

Is the Primary Point of Contact legally authorized to submit the application on behalf of the applicant company?*

Is the Primary Point of Contact the CEO?*

Is the Primary Point of Contact authorized to speak to the media on behalf of the company?*

If the answer is **“No”** to any of the above questions, the applicant will have an opportunity to enter this information later in the application.

Primary Point of Contact

Throughout the life of a project – from application, to approval, to closing, and to certification/servicing – NJEDA will need to engage with various members of your team. This section collects contact information for individuals we may need to speak with as part of this project.

Please provide contact information for the primary point of contact within the applicant that NJEDA will keep updated on the status of this application.

NOTE: It is highly recommended that the primary point of contact be the individual that is currently filling out this application.

Salutation

First Name *

Middle Initial

Last Name *

Suffix

Title *

Email Address *

Email Address Confirmed *

Please be sure the email address you enter is a valid email address, as this will be the primary address by which NJEDA contacts you on the status of this application.

Phone Number and Extension (if available) *

To include an extension with your phone number, simply enter the phone number first, followed by the extension.

Is the Primary Point of Contact legally authorized to submit this application on behalf of the applicant company? *

Legally authorized representative means one of the following:

- by applicant's General Counsel or Chief Legal Officer (recommended); or
- for a corporation: a principal executive officer at least the level of vice president;
- for a partnership: a general partner;
- for a sole proprietorship: the proprietor;
- for a governmental entity: the contact person (business administrator, manager, mayor, etc.);
- for other than above: the person with legal responsibility for the application.

Is the Primary Point of Contact the Chief Executive Officer/equivalent officer for North America operations, or equivalent highest-ranking executive for the applicant company? *

Is the Primary Point of Contact authorized to speak to the media on behalf of the applicant? *

Authorized Representative

If the Primary Point of Contact is NOT the Authorized Representative, the applicant will be prompted to fill out the contact information for the Authorized Representative.

The application must be submitted by an individual who is legally authorized to sign documents on behalf of the applicant company.

NOTE: If the Primary Point of Contact is the Authorized Representative you will not see this page.

Please type your full address into the “Street Address 1” box (include city, state, etc.) until the correct full address appears in the dropdown menu underneath, then click on the correct address.

Authorized Representative

This application includes company representations and certification and must be submitted by an individual who is legally authorized to sign documents on behalf of the applicant.

Salutation

First Name *

Middle Initial

Last Name *

Suffix

Title *

Email Address *

Email Address Confirmed *

Phone Number and Extension (if available) *

To include an extension with your phone number, simply enter the phone number first, followed by the extension.

Authorized Representative Address

Country *

United States

Street Address 1 *

Enter a location

Please continue typing out your full address (include city, state, etc.) until the correct address appears in the dropdown.

Street Address 2

Suite, Apt, Floor, etc.

City *

State / Province *

Zip / Postal Code *

Real Estate Gap Financing -- Project Overview

In this section, we would like to learn about the location of your project, type of project to be developed, new construction or substantial rehabilitation, etc.

Project Narrative – please upload an overall proposal

Project Overview

Identify the type of construction for your project: *

Select

Substantial rehabilitation shall have the same meaning as "reconstruction" in N.J.A.C. 5:23-6.3 as any project where the extent and nature of the work is such that the work area cannot be occupied while the work is in progress and where a new certificate of occupancy is required before the work area can be reoccupied. Reconstruction may include repair, renovation, alteration or any combination thereof. Reconstruction shall not include projects comprised only of floor finish replacement, painting or wallpapering, or the replacement of equipment or furnishings. Asbestos hazard abatement and lead hazard abatement projects shall not be classified as reconstruction solely because occupancy of the work area is not permitted

Select a project category (check all that apply): *

- ☐ Commercial (including office and/or supermarkets/grocery stores)
- ☐ Mixed-use developments
- ☐ Non-profit/community use projects
- ☐ Cultural, Arts, Performing Arts
- ☐ Manufacturing/Industrial

Please note: Projects consisting solely of warehouse and/or retail spaces are ineligible for funding. Additionally, any warehouse use included must be ancillary and in direct support of the site's eligible primary use.

Project Location

Address Line 1 *

Address Line 2

Zip *

City *

State *

NJ

Project Finances (1/2)

Download the **Project Budget template provided in the application and input project costs before uploading as an excel file.**

*****Grant funding may not exceed 50% of the total of all project development costs. Property acquisition costs/equity are not be to considered as part of total project development costs.***

Project Finances

Financial feasibility and the cost effectiveness of the proposed project are scoring factors in this application. They make up 20% of the total scoring criteria for funding consideration under this program.

Total Project Development Cost *

Please note: Acquisition costs and equity are not eligible Total Project Development Costs per the approved Real Estate Gap Financing board memo.

Requested Amount of Real Estate Gap Financing Grant Funding *

Please note: Amount requested can only be to fill funding gap.

Please provide your initial project Sources & Uses budget using the downloadable template

[Click here](#) to download and complete the Sources & Uses budget template prior to uploading it in the section below.

Document	Files
Project Sources & Uses Budget *	Add Files

Please note: Provide a project development budget indicating sources and uses of funds using the template provided. Sources should identify any debt, grants, and/or equity being utilized for the development of the project. These sources should also match what is uploaded in the Please Provide Evidence of Financing upload below.

Project Finances (2/2)

Please provide an operating Proforma

Document	Files
Operating Proforma *	Add Files

Please note: Proforma must include all secured/proposed sources & uses (including any subsidies, equity, debt, etc.) in an Excel file. Operating Proforma should show (a minimum of) 10 years of operations. If the proposed project has multiple units (residential or commercial), identify rent per unit. Calculations should show gross revenues, operating expenses, net cash flow, any debt payments, and net operating income. Applicant must ensure that file has columns/rows clearly labeled and/or annotated and that the Authority can view formulas (where applicable) used to calculate payments and returns.

Please provide evidence of financing

Document	Files
Evidence of Financing *	Add Files

Please note: Documents uploaded here should correspond with the sources of funds identified in the Sources & Uses budget above. For debt financing, please provide term sheets, commitment letters or other documentation evidencing the financing. This documentation should include information on the lender, duration of validity of loan commitment, and key loan terms. For grants, subsidies, tax credits, and the like, documentation should include the source, date of commitment, term of validity of commitment, amount of commitment, etc. For applicant equity, documentation may be in the form of a bank statement (for a private company)


Readiness to Proceed (1/2)

Readiness to Proceed


Please be advised that readiness to proceed and reasonableness of the proposed timeline to undertake and complete the proposed project account for 30% of scoring criteria factors for consideration of funding through this program.

Construction Documents


What is the estimated start date of construction for this project? *



What is the estimated completion date of construction for this project? *




Please describe the status of any contracts with project professionals, any development plans/approvals, and/ or contracts with construction firms. *



Please note: Projects are subject to compliance with New Jersey prevailing wage law and the Public Works Contractor Registration Act (N.J.S.A. 34:11-56.48 et seq.) which require all contractors, subcontractors, or lower tier subcontractors (including subcontractors listed in the bid proposal) who bid on or engage in the performance of any public work in New Jersey to register with the NJ Department of Labor and Workforce Development.

Please describe plans or efforts that the applicant has undertaken to include Small, Women, Minority, Veteran Owned Business Enterprises (SMWVBE) contractors or sub-contractors on this project or in previous projects: *



Readiness to Proceed (2/2)

Permits & Timelines

Approvals and Permits

In the upload section below, please provide a narrative or chart outlining and describing all local/county/state/ other data approvals and / or permits needed for development of the proposed project.

For each approval or permit, indicate status, including, if applicable, but not limited to status for zoning board, planning board review(s) and approval(s), NJDEP permits, and utility connections permits.

Document	Files
Approvals and Permits Upload *	Add Files

Project Development Timeline

In the upload section below, please provide a narrative or Gantt chart summarizing major project development milestones with start and completion dates which should include the major tasks below (but may include others):

- Site control/site ownership
- Completion of initial architectural plans
- Construction contract
- Applications for and obtaining of zoning board (if applicable), planning board (if applicable) review(s) and approval(s), and any other federal, state, county, or municipal approvals (e.g., DEP permits, utility connections permits, soil conservation)
- Securing financing commitments
- Estimated timing for initial closing on financing, including EDA funds
- Construction start
- Construction completion
- Issuance of Certificate of occupancy/completion

Document	Files
Project Development Timeline Upload *	Add Files

Please note: Under federal guidelines, all program funding must be expended by December 31, 2026. Please provide detailed responses with confirmed and/or estimated timelines for each item. The proposed timeline will be evaluated from a readiness to proceed perspective.

[Previous](#)[Next](#)

Experience and Capacity

In this section, we want to understand your team's prior relevant work experience and the competencies on your team that will ensure the success of this project.

Applicants should upload a chart with information about completed projects from the last 5 years (if applicable). The chart should include:

- Project Name
- Location (Address)
- Start Date
- Completion Date
- Acquisition Cost
- Total Development Cost, etc.

Experience and Capacity

This section seeks to obtain information about the Applicant's experience and capacity to undertake and oversee the project. Please be advised that experience and capacity of the applicant and development teams comprise 20% of scoring criteria factors for consideration of funding through this program.

Please upload a narrative describing the Applicant team's experience and capacity to undertake and complete the project. Please also include the experience and capacity of other entities or partners that will be involved in the project, such as the project developer(s)/contractor(s), consultant(s), architect/engineer(s), etc. in your narrative response to this question.

Document	Files
Applicants Prior Development Experience Upload *	Add Files

Please note: Narrative should discuss similar projects undertaken and completed within the last 5 years. Supporting detail should highlight project name, project type, project address, project start & end dates, total development cost, funding sources (e.g. tax credit, local/state/federal subsidy sources, etc.).

Upload any supporting documentation demonstrating the Applicant team's capacity to undertake and complete the project. Please also include any supporting documentation that speaks to the capacity of other entities or partners that will be involved in the project.

Document	Files
Supporting Documentation Upload *	Add Files

Please note: Supporting documentation should include qualifications/experience of key project staff. Resumes or other entity materials will also be considered.

Has the applicant entered into any agreements with or engaged other professionals who will be working on this project? *

Yes

[Add Additional Participating Companies and Individuals](#)

Company ↓	Company Address	Point of Contact	Point of Contact Email	Role	Resume
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REGF Program Questions

NJEDA will accept questions regarding this program during the first 30 days following application launch.

Please submit all questions by November 12, 2024 to realestateinfo@njeda.gov

Questions and responses will be posted on the Authority's webpage for this program.

Contact Us

For program questions/inquiries please contact:

realestateinfo@njeda.com

Stay up to date with the NJEDA at

www.njeda.gov and [@NewJerseyEDA](https://www.instagram.com/NewJerseyEDA)

