



THE REAL ESTATE COUNCIL  
COMMUNITY FUND

Imagine.  
Empower.  
Impact.

## FAQ

### Q: WHAT IS THE REAL ESTATE COUNCIL COMMUNITY FUND?

The Real Estate Council (TREC) Community Fund is a Community Development Financial Institution (CDFI) certified by the U.S. Department of the Treasury CDFI Fund. We provide access to capital and technical assistance for real estate projects serving low-to-moderate income neighborhoods in Dallas and Collin County.

### Q: WHAT DOES IT MEAN TO BE A CDFI?

A Community Development Finance Institution, or CDFI, is a class of financial institution that caters to underserved and often low-to-moderate income communities. CDFIs are certified by the Treasury Department and can be banks, credit unions, venture capital funds or loan funds – like TREC Community Fund.

### Q: IS IT A PART OF THE REAL ESTATE COUNCIL FOUNDATION?

TREC Community Fund is the next chapter of social venture investment for TREC Foundation. It allows us to leverage existing funding sources and long-term relationships while accessing funding sources that are focused on CDFIs.

### Q: WHO IS IN CHARGE OF THE COMMUNITY FUND?

TREC Community Fund is its own legal entity and is governed by a Board of Directors and Advisory Board:

**Chairman:** Kate A. Cavanaugh, *Stewart Title*

**Vice Chairman:** Jeff Kocher, *NexBank*

**Secretary:** Erreka Campbell, *Polsinelli*

**Treasurer:** David Lynch, *Wells Fargo Bank*

**Loan Committee Chair:** Diane Chavez, *JPMorgan Chase*

**ALC Class Representative:** Taylor G. Clark, *Bank of America Merrill Lynch\**

**Leadership Alumni Representative:** David Brock, *Bank of Texas\**

**Young Guns Representative:** Zach Jacques, *Independent Bank\**

Darcy Barnes, *Bank of America Merrill Lynch*

Brian Driesse, *Ojala Holdings, LLC*

Dustin Dulin, *JLL*

Aaron Echols, *Frost Bank*

Ces Escamilla, *BB&T*

David Eseke, *Cushman & Wakefield*

Brice Hafner, *Crow Holdings Capital Partners, L.L.C.*

Jason Haun, *ZOM Living*

Greg Kraus, *Invesco Real Estate*

Marijke Lantz, *Billingsley Company*

Tanya Little, *Hart Advisors Group*

Karyn Martin, *Interprise Design*

Denise Mason, *BBVA Compass*

Patrick Ramsier, *LegacyTexas*

Campbell Roche, *HFF*

Joel S. Schubert, *Miramar Holdings*

Hillary VonAhsen, *Kimley-Horn and Associates, Inc*

Rod Washington, *Frost Bank*

Matt S. Wilson, *The Retail Connection*

### Q: WHAT TYPES OF FINANCIAL PRODUCTS DOES THE COMMUNITY FUND OFFER?

TREC Community Fund typically finances small retail projects, single-family and multi-family housing, and community facilities. Loan products include:

-Pre-development loans

-Construction/ Rehab Loans

-Acquisition Loans

-Gap/bridge financing

-Participation loans



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**Q: WHO ARE THE COMMUNITY FUND'S CUSTOMERS?**

Typical customers include:

- Nonprofit and for-profit developers
- Social service providers
- Charter schools
- Small Businesses
- Healthcare facilities
- Childcare providers

**Q: HOW DOES THE COMMUNITY FUND'S LENDER PROFILE DIFFER FROM THAT OF A TRADITIONAL LENDER?**

Our loans are inherently higher risk by conventional lending standards. Loans are made when there is a lack of collateral or insufficient collateral, but also little repayment risk. We make loans in areas that have an inability to access traditional loans due to lack of comparable projects such as in highly distressed neighborhoods, i.e. West Dallas, Southern Sector.

**Q: ARE THESE RISKY TRANSACTIONS?**

While these loans are riskier by traditional lending standards, we mitigate that risk through our pro bono development services and real estate training. Community trainings, like our Real Estate 101 Bootcamps and CRE Accelerator, provide opportunities for mentorship and networking to move projects forward.

**Q: DO YOU CHARGE INTEREST AND FEES FOR A LOAN THROUGH THE COMMUNITY FUND?**

Yes, each loan is customized in both term, repayment, interest rate and fees. Loan interest rates are assessed based on risk and the current market.

**Q: WHAT IS THE MAXIMUM TERM OF A LOAN THAT THE COMMUNITY FUND WOULD OFFER?**

Our maximum term is five years, but each loan is customized to fit the particular repayment ability of the borrower.

**Q: DO THE LOANS REQUIRE COLLATERAL?**

Yes, loans made by TREC Community Fund require collateral, which is determined by the type of loan request.

**Q: DO YOU MAKE MORTGAGE LOANS FOR SINGLE-FAMILY HOMES?**

No, we do not make long-term loans to direct purchasers but rather make bridge loans or provide lines of credit to housing developers.

**Q: HOW CAN I GET INVOLVED?**

If you're interested in applying for a loan, participating in community training programs, or volunteering, contact TREC Community Fund Director Maggie Parker.



*\*Certified by the U.S. Treasury Community Development Financial Institution Fund  
The Real Estate Council Community Fund is a 501(c)3 organization.*

FOR MORE INFORMATION CONTACT  
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