



LOCAL INITIATIVES SUPPORT CORPORATION Position Description

POSITION TITLE: Underwriter, Strategic Investments
REPORTS TO: Senior Director of Fund Investments, Strategic Investments
JOB CLASSIFICATION: Full Time
LOCATION: Washington, DC

THE ORGANIZATION:

What We Do

LISC forges resilient and inclusive communities of opportunity across America – great places to live, work, visit, do business and raise families.

Strategies We Pursue

- Equip talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities
- Invest in businesses, housing and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities
- Strengthen existing alliances while building new collaborations to increase our impact on the progress of people and place
- Develop leadership and the capacity of partners to advance our work together
- Drive local, regional, and national policy and system changes that foster broadly shared prosperity and well-being

Over the last 39 years, LISC and its affiliates have invested approximately \$20 billion in businesses, affordable housing, health, educational mobility, community and recreational facilities, public safety, employment and other projects that help to revitalize and stabilize underinvested communities. Headquartered in New York City, LISC's reach spans the country from East coast to West coast in 32 markets with offices extending from Buffalo to San Francisco. Visit us at www.lisc.org.

ABOUT THE TEAM AND THE ROLE

In LISC Fund Management, we are charged with coordinating the development, investment in, and deployment of impact investment funds in LISC's local markets nationwide. While many groups within the LISC organization support fund management activities, the Fund Management team will be ultimately responsible for ensuring a successful track record for LISC's off balance sheet lending, coordinating the efforts of relevant teams to ensure the overall organization understands who is playing what role and executes on the overall strategy. This role is focused on the execution of LISC's investment opportunities. The Underwriter will provide technical assistance, and in many instances direct underwriting support, to local program in the field and serve as primary underwriter for investment projects across LISC's markets nationally. The Underwriter will have deep knowledge of public and private resources available to leverage LISC's investment and will provide support to strategically deploy LISC Fund Management's full array of financing products through its portfolio of impact investment funds. Finally, this position requires a passion for doing hard but rewarding impactful work to improve under-invested communities across this country.

DESCRIPTION OF ROLE

[Local Initiatives Support Corporation](http://www.lisc.org) (LISC) seeks an experienced professional for the Underwriter position to be located in Washington DC. This is a key position within LISC and is critical to the successful expansion of the LISC brand beyond community development and into the impact investing space. The Underwriter will provide technical assistance, and in

many instances direct underwriting support, to local program in the field and serve as primary underwriter for investment projects across LISC's markets nationally. The Underwriter will have deep knowledge of public and private resources available to leverage LISC's investment and will provide support to strategically deploy LISC Fund Management's full array of financing products through its portfolio of impact investment funds. Successful candidates will have a demonstrated ability to manage multiple, complex transactions at various stages and coordinate with multiple internal and external parties to meet approval and closing deadlines along with deep knowledge of community development financing products, particularly in affordable housing. Finally, this position requires a passion for doing hard but rewarding impactful work to improve under-invested communities across this country.

ESSENTIAL DUTIES AND RESPONSIBILITIES

The following are an indication of the position's core responsibilities; these are intended to illustrate the scope of responsibilities and are not exclusive of other duties that may be required.

UNDERWRITING AND PROJECT EVALUATION

- Screen, structure and underwrite financing requests, including analyzing operating performance, historical and projected financial performance, management capacity, organizational structure, and project feasibility for affordable housing projects
- Provide support to local LISC staff on project-specific analysis, deal structuring assistance and underwriting for affordable housing transactions
- Collaborate with internal and external parties (banks, co-lenders, attorneys, etc.) to structure financings including managing intercreditor negotiations; reviewing real estate contracts, leases and due diligence; and identifying and negotiating key risk mitigants, including reserves, guarantees and other forms of credit enhancement
- Present investment recommendations to LISC Fund Management's investment committee, as necessary, and manage the closing process with in-house and external counsel
- Perform all other duties as assigned.

MINIMUM KNOWLEDGE, SKILLS AND ABILITIES REQUIRED

- Bachelor's degree from an accredited college or university in business, finance, real estate or related fields. Master's degree preferred
- Minimum 5 years of demonstrated experience with housing and community development and/or multifamily real estate development is preferred, including project financing, market analysis, deal structuring, and financial analysis
- Demonstrated ability to manage multiple, complex transactions at various stages and coordinate with multiple internal and external parties to meet approval and closing deadlines
- Deep knowledge of financing products such as predevelopment, acquisition, construction, bridge and permanent loans; lines of credit; and tax credit equity
- Some experience with business transaction financing preferred
- Strong understanding of and experience with community development financial models,
- Strong verbal and written communication skills
- Highly detail-oriented
- Demonstrated interest in LISC's community development mission

COMPENSATION

LISC offers a competitive salary and excellent fringe benefits

To apply, please send a cover letter and resume via email to: StrategicInvestments@lisc.org Please be certain to include the title of the position for which you are applying and your name in both the subject of your email and the name of any files you send.

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.

LISC IS AN EQUAL OPPORTUNITY EMPLOYER - COMMITTED TO DIVERSITY AND INCLUSION