

BEACoN: Building Equitable Assets for Communities and Nonprofits in the Garden State



The Garden State has something for everyone: beautiful beaches and forests, abundant entertainment opportunities, and easy access to the commercial hubs of New York and Philadelphia.

New Jersey is also the most densely populated US state, and high demand to live here drives up real estate prices. New Jersey has the fourth highest [median monthly housing cost](#) and third highest [rental cost](#) in the country. A state where the cost of living for a family of four is [more than double](#) the Federal Poverty Level – and where gentrification has raised housing prices considerably in some areas – New Jersey is around 200,000 units short of its current affordable housing goal.

Nonprofit Finance Fund (NFF) is helping make New Jersey more affordable for all.

Thanks in part to generous support from the Robert Wood Johnson Foundation, we are offering acquisition and predevelopment loans at a [below-market interest rate*](#) for nonprofit and other mission-aligned for-profit developers who are addressing the affordable housing shortage in New Jersey, as well as those building facilities like health clinics, schools, and cultural centers that enrich community well-being.

*Interest rates subject to change from time to time.

“Community-centered asset ownership narrows the wealth gap in communities of color. Financially secure nonprofits provide jobs for diverse residents, retain local ownership of critical community assets, and invest in neighborhood stability and wealth.”

Aisha Benson
CEO, Nonprofit Finance Fund

Communities should control their own resources.

This support is part of our BEACoN program: Building Equitable Assets for Communities and Nonprofits. BEACoN helps communities gain control of assets – such as land, affordable housing, and facilities – that help them build wealth and power.

When communities control land, facilities, and other assets – whether through a nonprofit, a land trust, a co-op, a faith-based institution, or another form of local ownership – they can leverage these assets to invest in residents’ needs and build long-term wealth.

By promoting local control of assets, BEACoN offers an alternative to speculative, outside investment that too often harms communities by inflating property values and rents beyond what long-time residents and local businesses can afford.

BEACoN helps communities regain and retain wealth.

Building on NFF's 40+ years of experience financing and advising nonprofit clients through facility acquisition, renovation, and construction, BEACoN supports established and emerging nonprofits and developers as they plan for, acquire, renovate, or build community assets. NFF helps these institutions prepare for and access the capital and technical assistance they need to invest in these community assets, promote community ownership, and achieve community goals.



Affordable homes built by NFF client Sierra House in the greater Newark area. By providing affordable housing, nonprofits like Sierra House help people regain and retain control of vital assets and remain in the places they've long called home.

What BEACoN looks like

- Financing for permanently affordable housing for long-time residents at risk of displacement.
- An acquisition loan to a nonprofit health center whose physical presence in a community is critical to preserving accessible health services for local, low-income residents.
- Working capital for a cooperatively-owned and community-run grocery store that preserves or enhances a neighborhood's access to healthy food.
- A renovation loan for a local group that is turning a vacant retail center into a charter school to serve the neighborhood.
- One-on-one technical assistance to support a nonprofit with their plans to purchase property – often for the first time.
- Sharing learnings to advocate for practices and capital access that supports local ownership, resident wealth, and community well-being.

“Property ownership is a pillar of our strategy to support working families striving to build fulfilling lives in this community. These investments help us secure our own financial future so we can be there for the families who rely on us.”

Keely Freeman
Executive Director, Sierra House

When local nonprofits control community resources, they...

- Provide permanent jobs and services in their communities.
- Preserve affordable housing by taking property off the speculative market.
- Reduce systemic vacancy and promote vibrant communities by investing in buildings and other community spaces.
- Redevelop blighted or underutilized assets for housing or critical community services.
- Create public spaces for community events and programs.

Help NFF build community power in New Jersey.

NFF seeks funding partners and investors who can provide flexible, low-cost capital and/or grants to help us:

- **Support lending** to nonprofits and mission-aligned for-profit developers in New Jersey. Demand for our low-cost capital currently exceeds our supply. Flexible, low-cost capital and PRIs enable us to meet the capital needs of more borrowers so they can acquire, renovate, and maintain affordable housing and other assets.
- **Provide technical assistance** that prepares nonprofits and developers for asset ownership. Grants allow us to train emerging developers on the fundamentals of facility management, prepare nonprofit borrowers to take on debt, and connect clients to other capital providers and learning communities.
- **Invest in BEACoN's expansion.** Operating grants help us expand throughout New Jersey, with a focus on the state's low-income communities. We will build pipelines of borrowers, manage loan funds, create community advisory committees, and refine our loan and technical assistance products to meet local and evolving needs.

WANT TO DISCUSS A PARTNERSHIP WITH NFF?
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