

Frank Hoffman

Managing Director & Founder, Strategus LLC

Frank A. Hoffman is the Managing Director and Founder of Strategus LLC. With over 40 years of experience in innovative financing and incentive procurement for all types of businesses, Frank often takes the lead as the project finance and incentive manager for Strategus client projects. In addition to his role at Strategus, Frank also serves as Of Counsel for Economic Development & Public Welfare Investment for Krieg DeVault's Public Finance, Financial Institutions, Real Estate, Health Care, and Business practice areas. Frank's prior professional experiences include serving as:

- an equity partner with the law firm of Ice Miller LLP for 7 years (2016-2023);
- an equity partner with the law firm of Krieg DeVault LLP for over 25 years (1991-2016); and
- executive vice president and in-house counsel for Landmark Corporation, a real estate private placement securities firm (1985 – 1991).
- a tax advisor with PriceWaterhouseCoopers (f/k/a Coopers & Lybrand) (1981-1985).

Frank is also currently a managing director for CRSUPPORT, a nonprofit public welfare support organization. CRSUPPORT manages Community Reinvestment Institution, Inc. and The OPP Fund, both nonprofit economic & community development organizations dedicated to supporting public welfare investments in Indiana.

The comprehensive project services at Strategus include leadership and experience in facilitating both:

- Federal, state and local economic development incentives; and
- Traditional and nontraditional financing sources.

Representative Experience

Frank's extensive innovative financing and incentive procurement experience includes the following:

- Structured and closed with the Strategus team over \$400 of Indiana investment tax credit projects
- Structured and closed with the Strategus team nationwide over \$1 Billion of complex economic development incentive transactions
- Has developed with the Strategus team the initial federal New Market Tax Credit financing programs for the Local Initiative Support Corporation (nationwide), The Opp Fund (Indiana Statewide), Indiana Bankers Association (Indiana Statewide), French Lick Redevelopment Commission (Indiana Multi-County), Indianapolis Redevelopment Commission (Citywide), and Ft. Wayne Redevelopment Commission (Citywide)
- Structured and closed over \$500 Million In Federal New Market Tax Credit financing transactions in Indiana, including funding for Cook Group, Winterfield, Hoosier Gaskets, Procure Venture Capital Cancer Treatment Center, Café Valley Commercial Baker, United Health Commercial Laundry, Hello Nature MPS Biosimulant Fertilizer Plant JV, Volumod, Hello Nature (f/k/a Italtollina) Biosimulant Fertilizer Plant, Big Splash Water Park & Resort, French Lick Springs Resort & Convention Center, Central Indiana Goodwill, Warsaw Parkview Hospital, Warsaw YMCA, Avondale Meadows Community Center, Marshall County Life Center, The Phoenix Theatre, Madam Walker Theatre, Indiana University, Ivy Tech Foundation, Ivy Tech Community College and Brown Mackie Community College and Mixed-use Projects in Paoli, French Lick, South Bend & Ft. Wayne
- Structured and closed two of the Top 100 New Markets Tax Credit financing transactions (Marion – Winterfield Paper Plate Manufacturer & Indianapolis – Hoosier Gasket Manufacturer) selected by the National New Market Tax Credit Coalition from over \$30,000,000,000 in transactions closed during the first 10 years (2002-2012) of the federal New Markets financing program
- NMTC financing transactions closed outside Indiana include transactions in Virginia (\$65M), Louisiana (\$112M) and Kentucky (\$42M)
- Combined Indiana CRED Credit, Local TIF Bond and NMTC to fund \$5.5 million start-up manufacturing plant (Marion, Indiana) in 2005

- Combined local TIF Bond and NMTC to fund \$20 million hotel/indoor waterpark facility (French Lick, Indiana) in 2007
- Created the New Markets Tax Credit program for the Indiana Bankers Association and its 180 member banks - 2004, \$50 million allocation
- Obtained over \$28 million in ARRA economic development incentives and \$53 million in permanent financing for Indiana start-up wind turbine component part manufacturers since February 2009
- Closed over \$500M in Low-Income Housing and Historic Tax Credit transactions
- Obtained 100% property tax exemption for Section 42 for-profit partnership
- Structured the first and only Indiana Low-Income Housing Tax Credit equity transaction for Section 42 partnership funded with of Hope VI funds
- Converted for-profit affordable housing management company to a non-profit in Indiana
- Obtained court-ordered discharge of \$2+ million in property taxes for affordable housing property in bankruptcy
- Low-Income Housing Tax Credit/Historic Tax Credit experience - in-house general counsel/executive vice president for real estate private placement securities firm (Landmark Corporation) (1985-1991)
- Low-Income Housing Tax Credit Investor's limited partner counsel - Great Lakes Capital (f/k/a: Indiana Capital Fund for Housing) (Syndicator), National City Community Development Association, Key Community Development Corporation, Terre Haute First National Bank, and Indiana National Bank (1991-2022)
- Low-income housing tax credit lender's counsel – Chase (f/ka/Bank One Indiana, N.A.), Fifth Third Bank - Indiana, Star Financial (1991-2022)
- Low Income Housing Tax Credit general partner's counsel - Pedcor Investments and the Indiana Equity Fund, Inc., an affiliate of the Indiana Housing and Community Development Authority (1991-2022)
- Non-profit advisor - Chairman/Vice Chairman, Indianapolis Housing Agency (1996-1999)
- Tax advisor - PriceWaterhouseCoopers (f/k/a Coopers & Lybrand) (1981-1985); Oxford Development Corporation, Anacomp R&D Partnerships (1981-1985)

Portfolio

[View Frank Hoffman's Complex Incentives & Financing Experience Portfolio](#)