

AUSTIN **ANNUAL**  
2018 **CONFERENCE**  
**& SHOWPLACE**

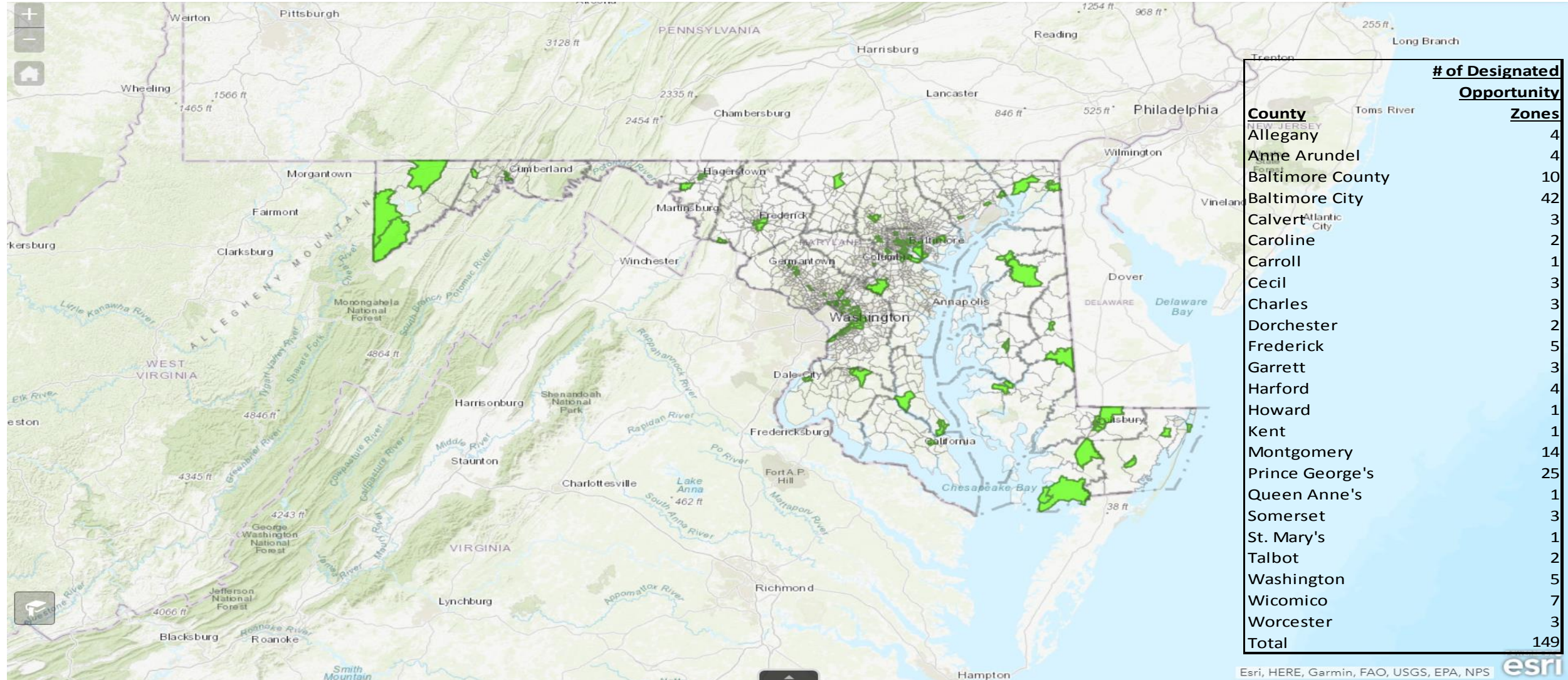
**HFA***s* AT THE  
CENTER

# The HFA Role in Opportunity Zones

Secretary Kenneth C. Holt

Maryland Department of Housing and Community Development

# Maryland Opportunity Zones



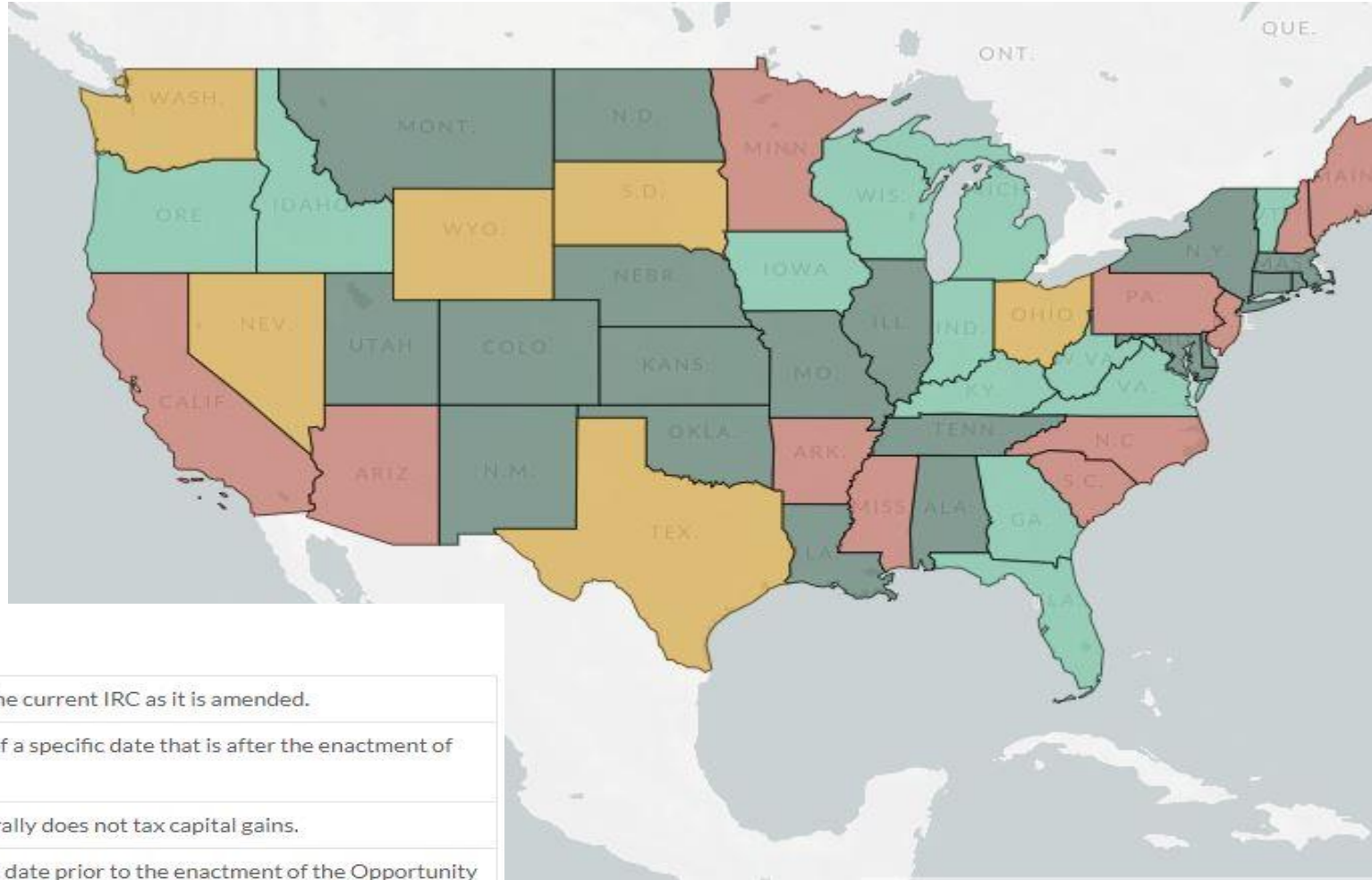
# Maryland Opportunity Zone Highlights

- Support NCSHA advocacy and educational initiatives
- Align Maryland policies, regulations, legislation and taxation
- Update QAP to provide multifamily housing incentives
- Provide loans and grants to leverage Opportunity Zone Incentives
- Work with local jurisdictions on One Stop permitting
- Coordinate with federal, state, local government, developers and investors
- Establish information exchange to attract private sector capital



# State Tax Code Conformity – Corporate Income

- In Maryland, both personal and corporate income taxes use federally calculated AGI as the starting point for filing Maryland Tax Forms 502 and 500.
- Maryland automatically conforms to the current IRC as it is amended.



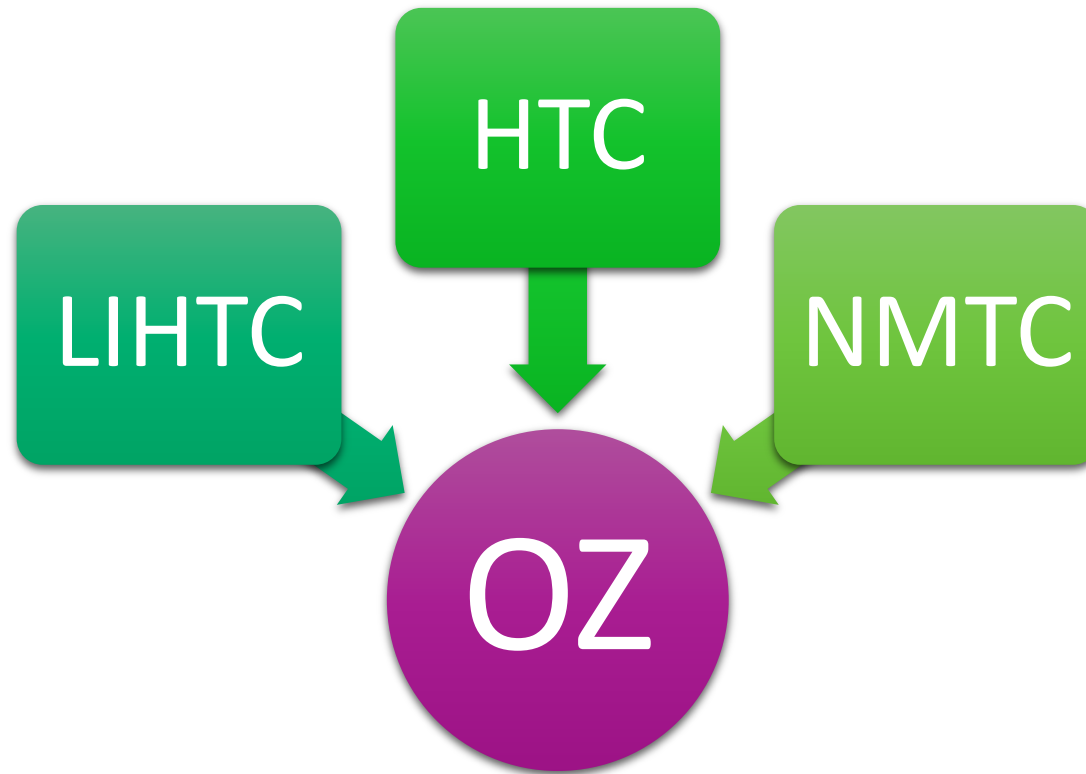
## Legend

Dark Green	Conforming - Rolling: The state automatically conforms to the current IRC as it is amended.
Light Green	Conforming - Fixed Date: The state conforms to the IRC as of a specific date that is after the enactment of the Opportunity Zones legislation.
Yellow	No Capital Gains: The state has no state income tax or generally does not tax capital gains.
Red	Nonconforming: The state conforms to the IRC as of specific date prior to the enactment of the Opportunity Zones legislation or the state has specifically decoupled from the Opportunity Zones provisions of the IRC.

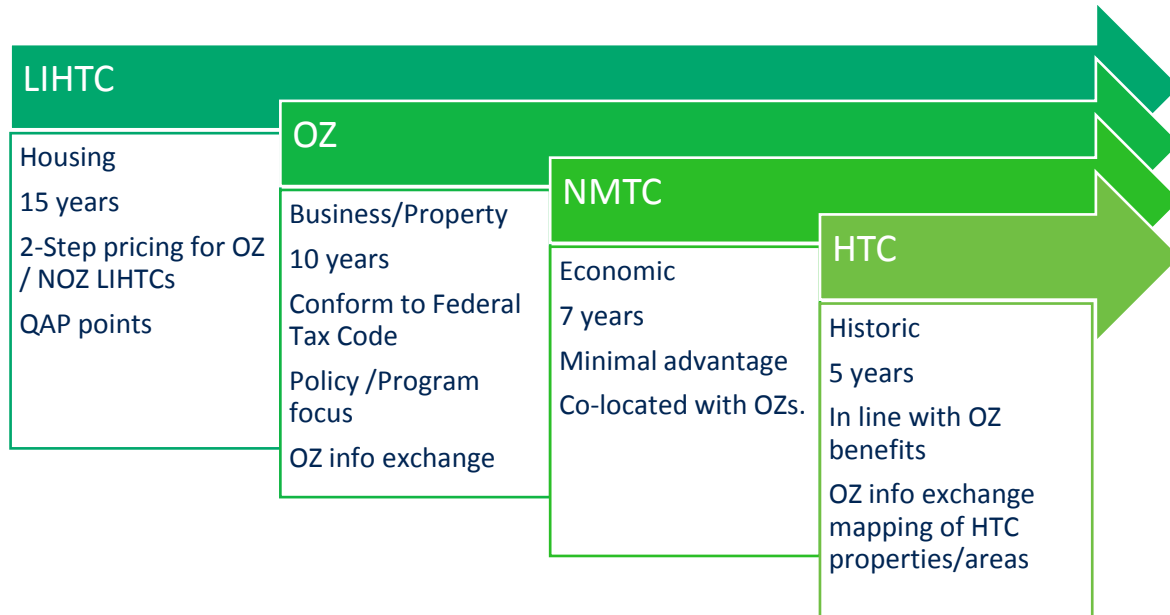
Source – Novogradac website

# Federal Tax Incentives

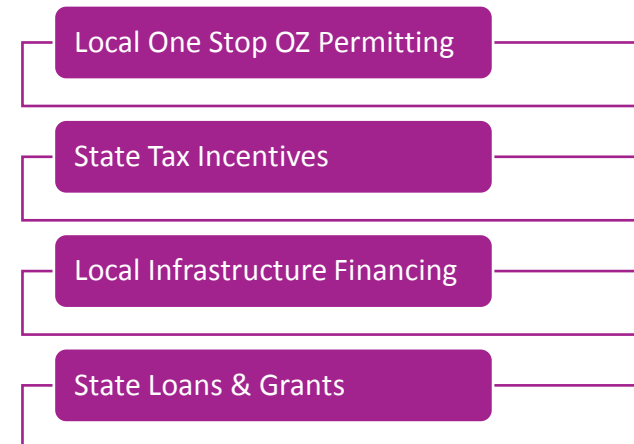
What advantages can be realized by coordinating federal tax incentives?



## State HFAs can bring resources to the table



Downtown Cumberland, Maryland





# Maryland Opportunity Zone Information Exchange



# Maryland Opportunity Zone Information Exchange

- A virtual meet up for investors, fund managers, property developers, new or expanding businesses, and local stakeholders
- A bulletin board tracking OZ news and investment activity
- A project / business locator
- A search tool for financial incentives based on address and/or area














# Let's take a look at the information exchange

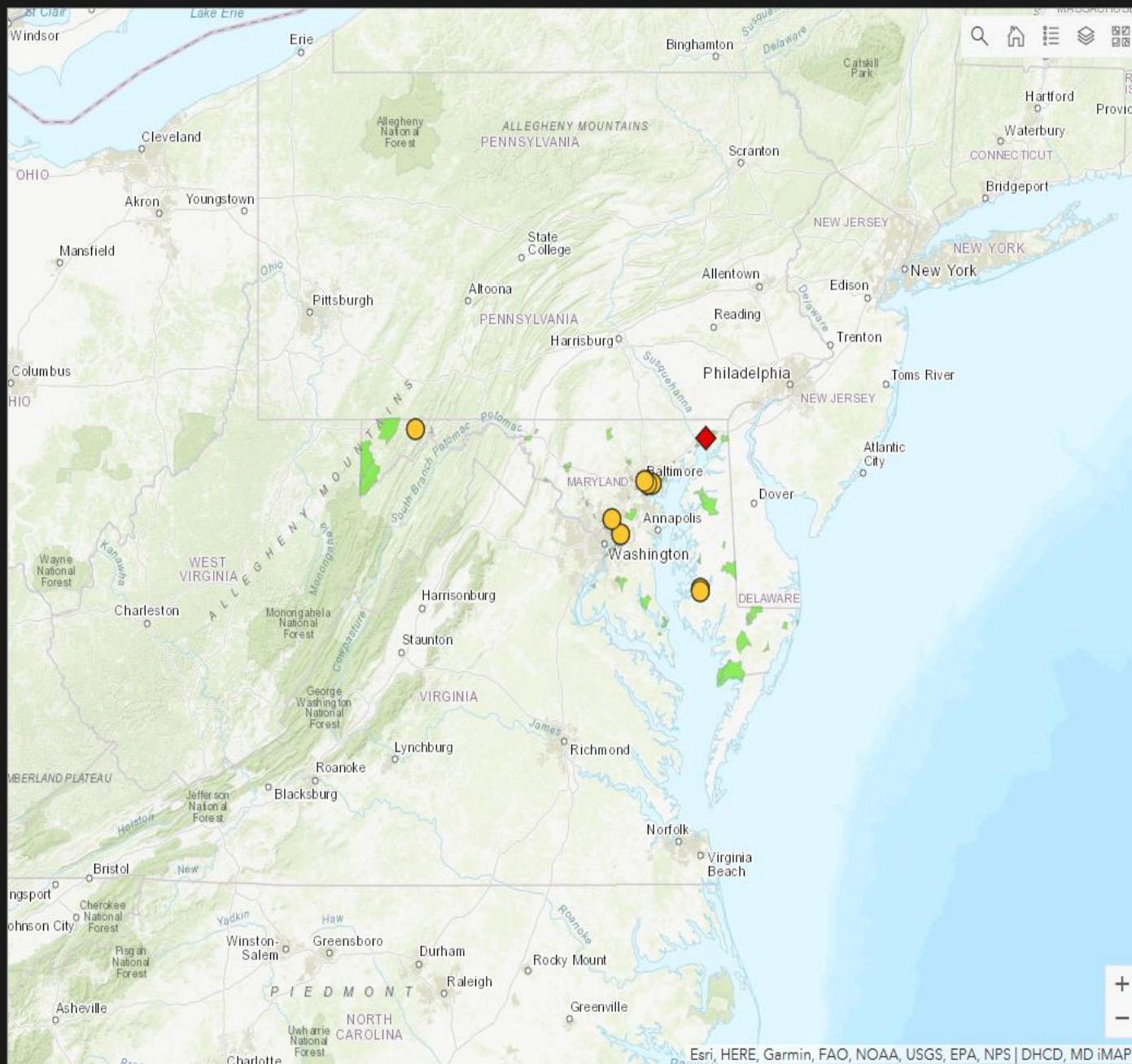
.....



## Opportunity Zone Listings

-  Cambridge Waterfront  
OZ Project - Mix Use
-  Clene Nanomedicine, Inc.  
OZ Business - Office
-  emocha Mobile Health  
OZ Business - Industrial
-  Frostburg Center Street Redevelopment  
OZ Project - Mix Use
-  McCulloh Homes and State Center Redevelopment  
OZ Project - Mix Use
-  New Carrollton Transit District Development  
OZ Project - Mix Use
-  Perkins, Somerset, and Old Town Redevelopment  
OZ Project - Residential
-  Phillips Packing House  
OZ Project - Mix Use
-  Tissue Analytics  
OZ Business - Industrial
-  Viva White Oak  
OZ Project - Mix Use
-  Yard 56  
OZ Project - Mix Use

Select a product from list to get more information



## Listing Contact Information

**Name:**  
Yard 56

**Listing Type:**  
OZ Project

**Description:**  
\$150 Million mixed use development, retail, office, hotel.

**Address:**  
5601 Eastern Avenue, Baltimore, MD 21224

**County:**  
Baltimore City

**Contact Information:**  
Yardley Jones  
frank.dickson1@maryland.org  
<http://www.segallgroup.com/properties/yard-56/>

*Pemco-Render-2-800x600.jpg*



Click the symbol on map to get more specific information on this product

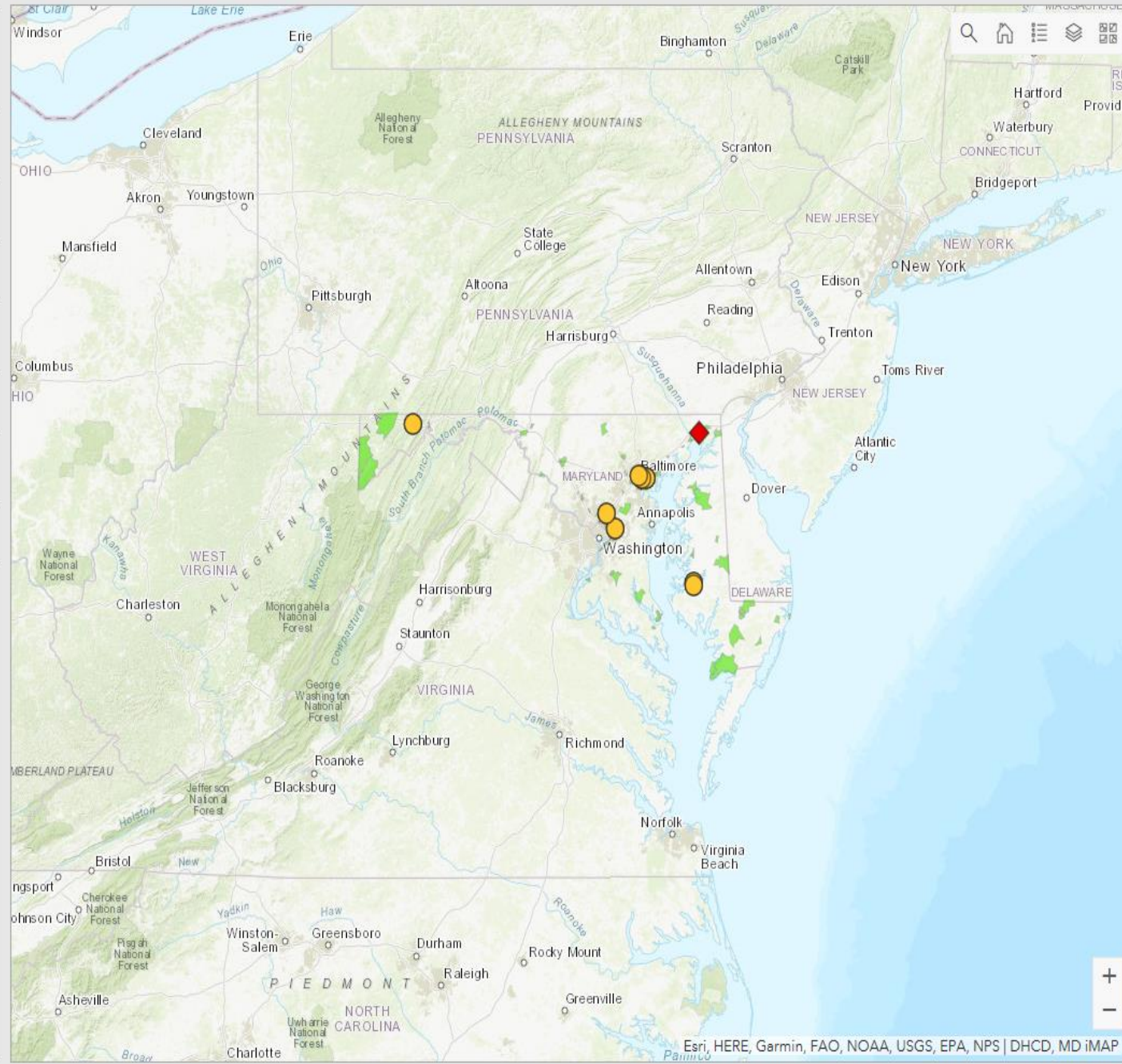




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- Frostburg Center Street Redevelopment**  
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OZ Project - Mix Use
- New Carrollton Transit District Development**  
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OZ Project - Residential
- Phillips Packing House**  
OZ Project - Mix Use
- Viva White Oak**  
OZ Project - Mix Use
- Yard 56**  
OZ Project - Mix Use

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Esri, HERE, Garmin, FAO, NOAA, USGS, EPA, NPS | DHCD, MD iMAP

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## Opportunity Zone Listings

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OZ Project - Mix Use

☐ Frostburg Center Street Redevelopment  
OZ Project - Mix Use

☐ McCulloh Homes and State Center Redevelopment  
OZ Project - Mix Use

☐ New Carrollton Transit District Development  
OZ Project - Mix Use

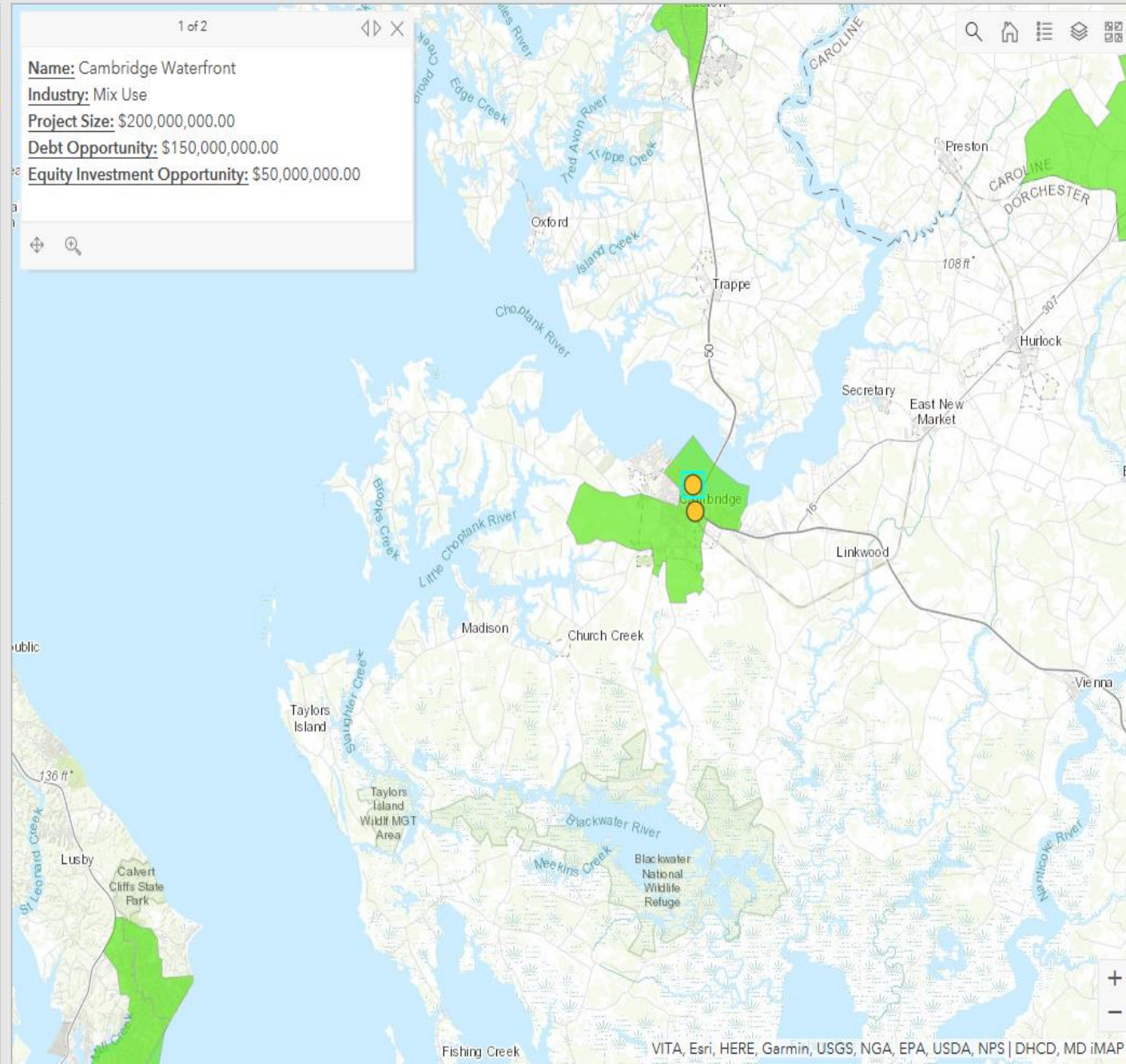
☐ Perkins, Somerset, and Old Town Redevelopment  
OZ Project - Residential

☐ Phillips Packing House  
OZ Project - Mix Use

☐ Viva White Oak  
OZ Project - Mix Use

☐ Yard 56  
OZ Project - Mix Use

Select a product from list to get more information



## Listing Contact Information

**Name:**

Cambridge Waterfront

**Listing Type:**

OZ Project

**Description:**

33 acre waterfront site for residential and commercial development

**Address:**

200 Byrn Street, Cambridge, MD 21613

**County:**

Dorchester

**Contact Information:**

Brandon Hesson

bhesson@chooscambridge.com

<http://www.chooscambridge.com>

1 cambridge water view 2 marinas.jpg



Click the symbol on map to get more specific information on this product





### Listing Contact Information



Click the symbol on map to get more specific information on this product





## Opportunity Zone Listings

Cambridge Waterfront  
OZ Project - Mix Use

Clene Nanomedicine, Inc.  
OZ Business - Office

emocha Mobile Health  
OZ Business - Industrial

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Perkins, Somerset, and Old Town Redevelopment  
OZ Project - Residential

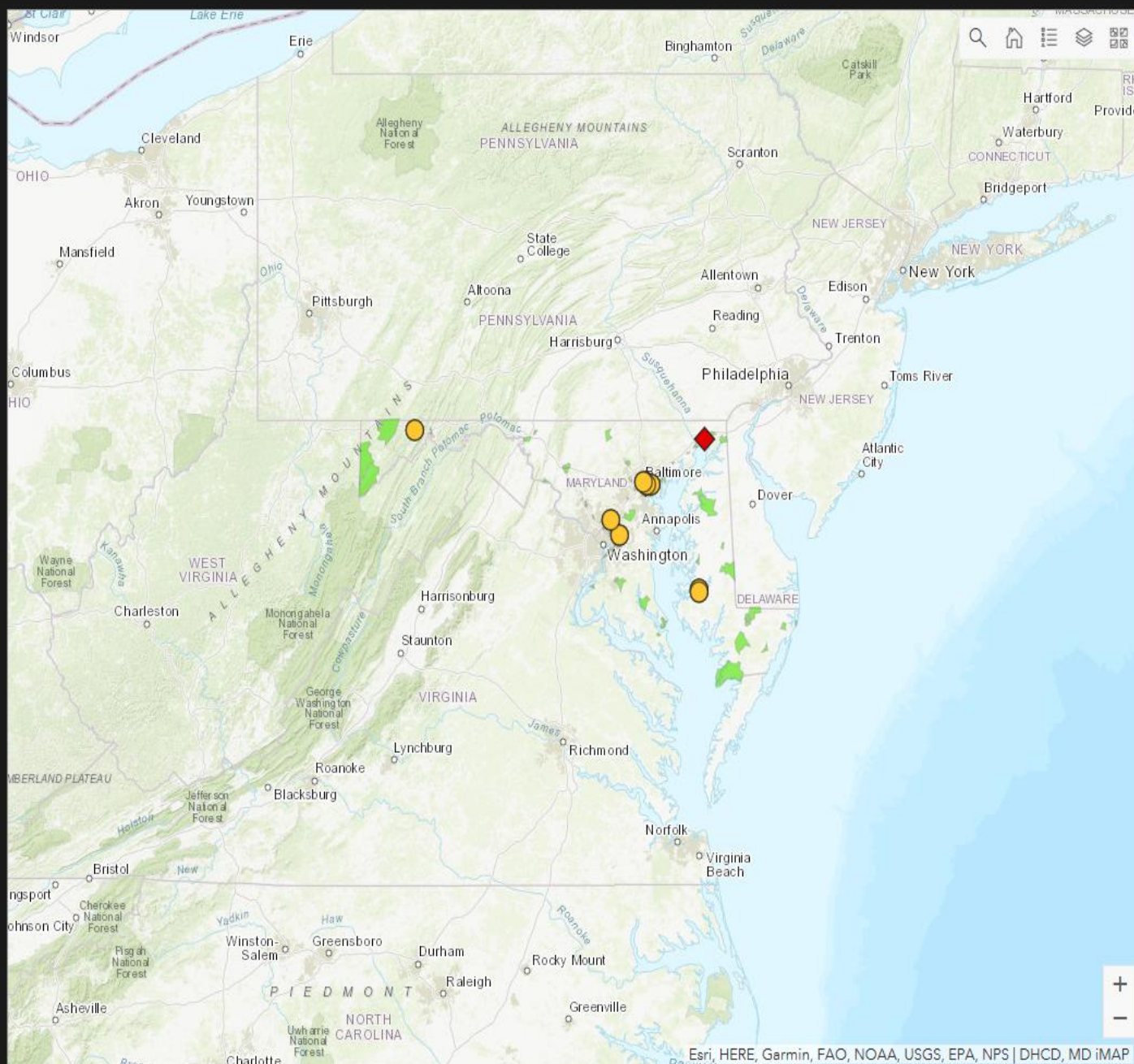
Phillips Packing House  
OZ Project - Mix Use

Tissue Analytics  
OZ Business - Industrial

Viva White Oak  
OZ Project - Mix Use

Yard 56  
OZ Project - Mix Use

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## Listing Contact Information

Name:

Yard 56

Listing Type:

OZ Project

Description:

\$150 Million mixed use development, retail, office, hotel.

Address:

5601 Eastern Avenue, Baltimore, MD 21224

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Contact Information:

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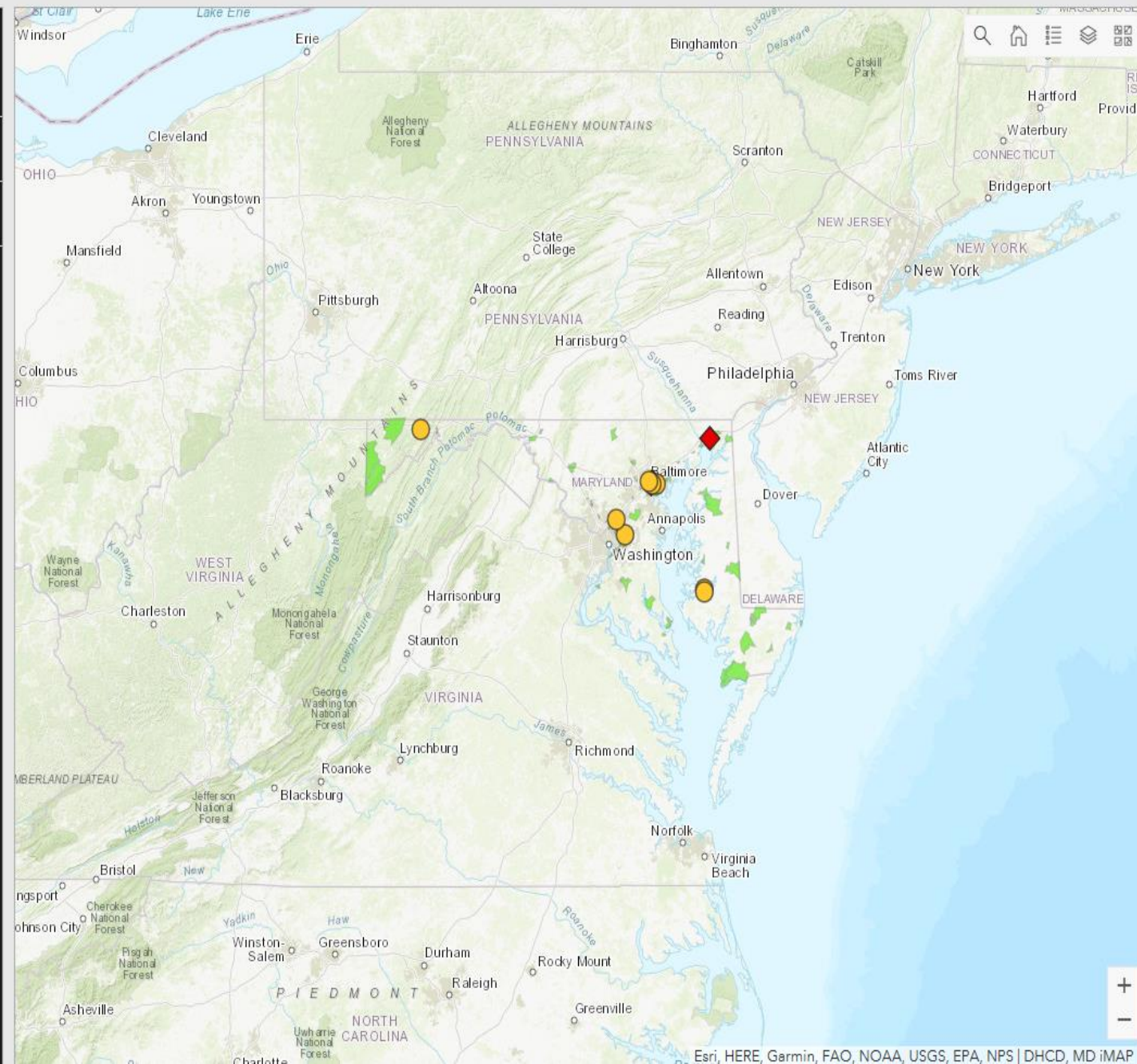


## Opportunity Zone Listings

◆ Clene Nanomedicine, Inc.  
OZ Business - Office

◆ emocha Mobile Health  
OZ Business - Industrial

◆ Tissue Analytics  
OZ Business - Industrial



## Listing Contact Information

### Name:

emocha Mobile Health

### Listing Type:

OZ Business

### Description:

emocha is redesigning the way patients take their medication. We work with payers, providers, and health departments to reduce costs and support patients with conditions such as tuberculosis, hepatitis C, and opioid addiction.

### Address:

1812 ASHLAND AVE, BALTIMORE, MD 21205

### County:

Baltimore City

### Contact Information:

Sebastian Seiguer

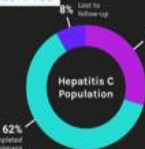
sSeiguer@emocha.com

<http://www.emocha.com/>

emocha pic.png

emocha  
MOBILE HEALTH INC.

MANAGED CARE PUBLIC HEALTH



Improve outcomes with the best-in-class medication adherence platform

Managed Care Organizations can leverage emocha to efficiently engage their Medicaid and Medicare populations. Taking a dose-by-dose approach to medication adherence is a competitive advantage that results in more engaged patients and providers, and improved health outcomes.





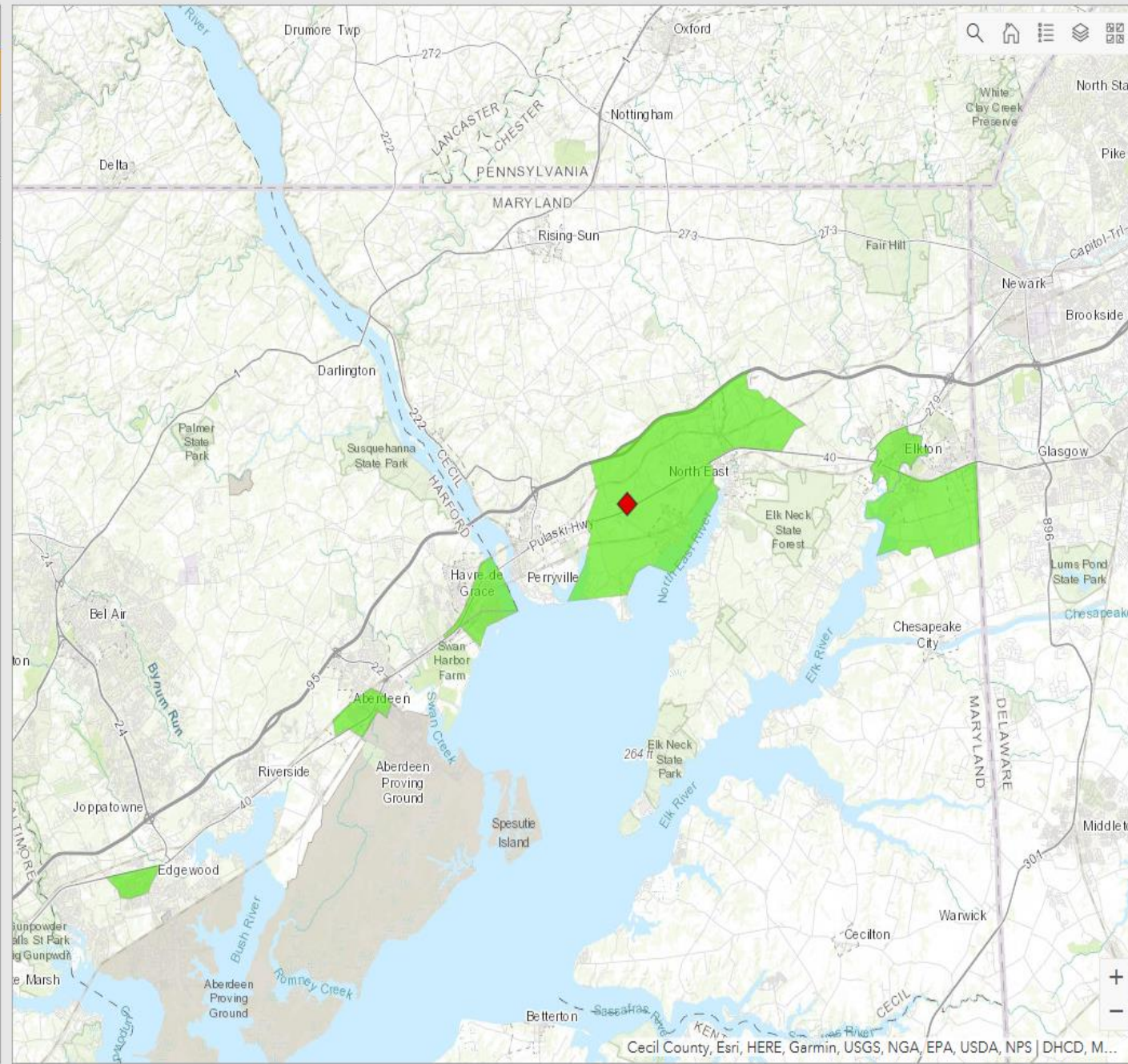
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OZ Business - Industrial

◆ Tissue Analytics  
OZ Business - Industrial

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## Listing Contact Information

### Name:

Clene Nanomedicine, Inc.

### Listing Type:

OZ Business

### Description:

Clene Nanomedicine (Clene), is raising a \$30M Series C pfd. round with \$20M already closed in C-1 and \$7M committed to close the remainder of the C round in Q42018. Clene has created a nanocrystal drug suspension platform for treating neurology, infectious diseases, and oncology indications. Clene's lead asset is for treating demyelination like Multiple Sclerosis. Clene has completed a Phase 1 trial and is starting a Phase 2 to prove remyelinating effect for multiple sclerosis lesions.

### Address:

500 PRINCIPIO PKWY W, NORTH EAST, MD 21901

### County:

Cecil

### Contact Information:

Mark Mortenson

mark@clene.com

<http://www.clene.com>

clene logo.png



Click the symbol on map to get more specific information on this product





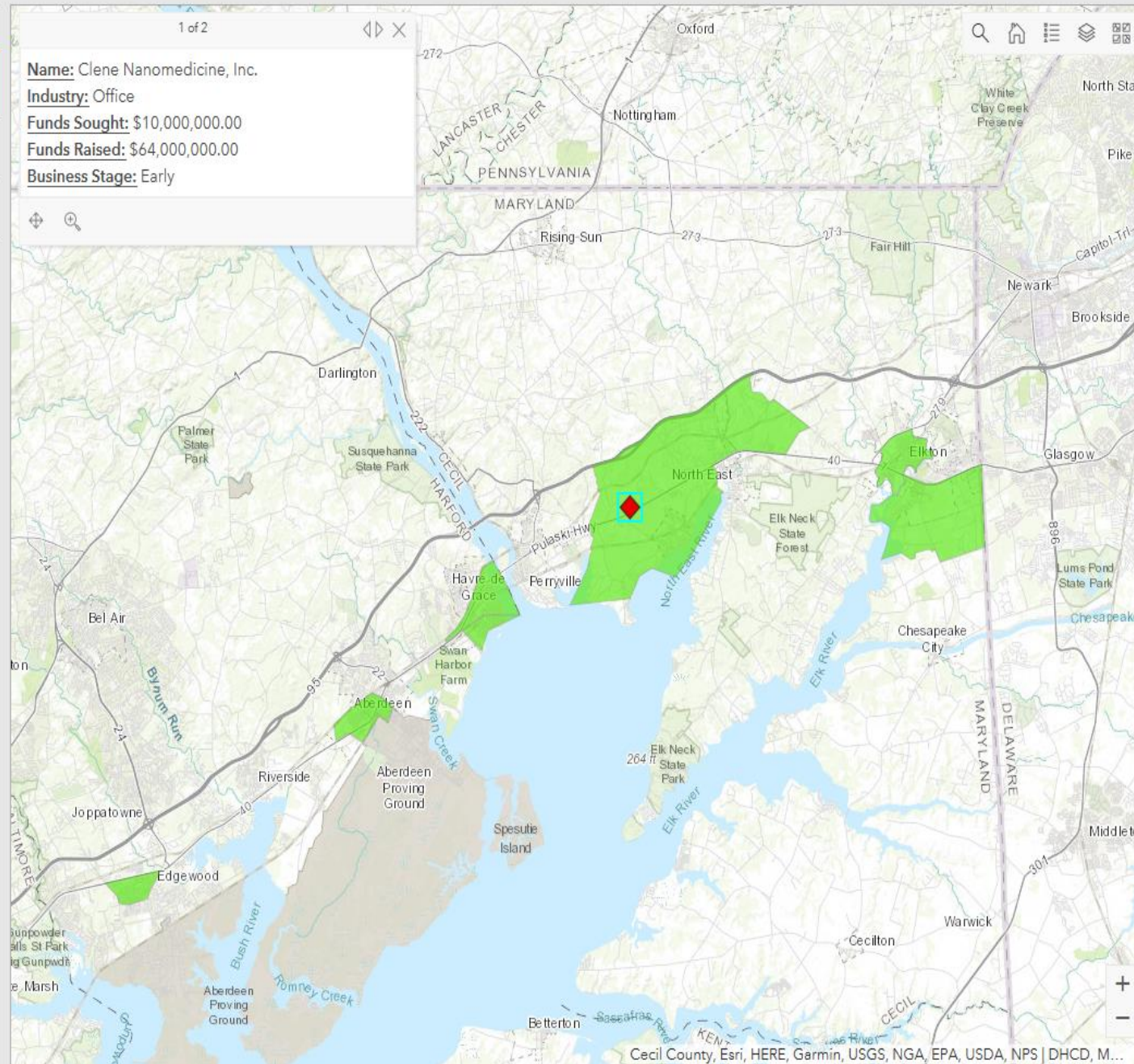
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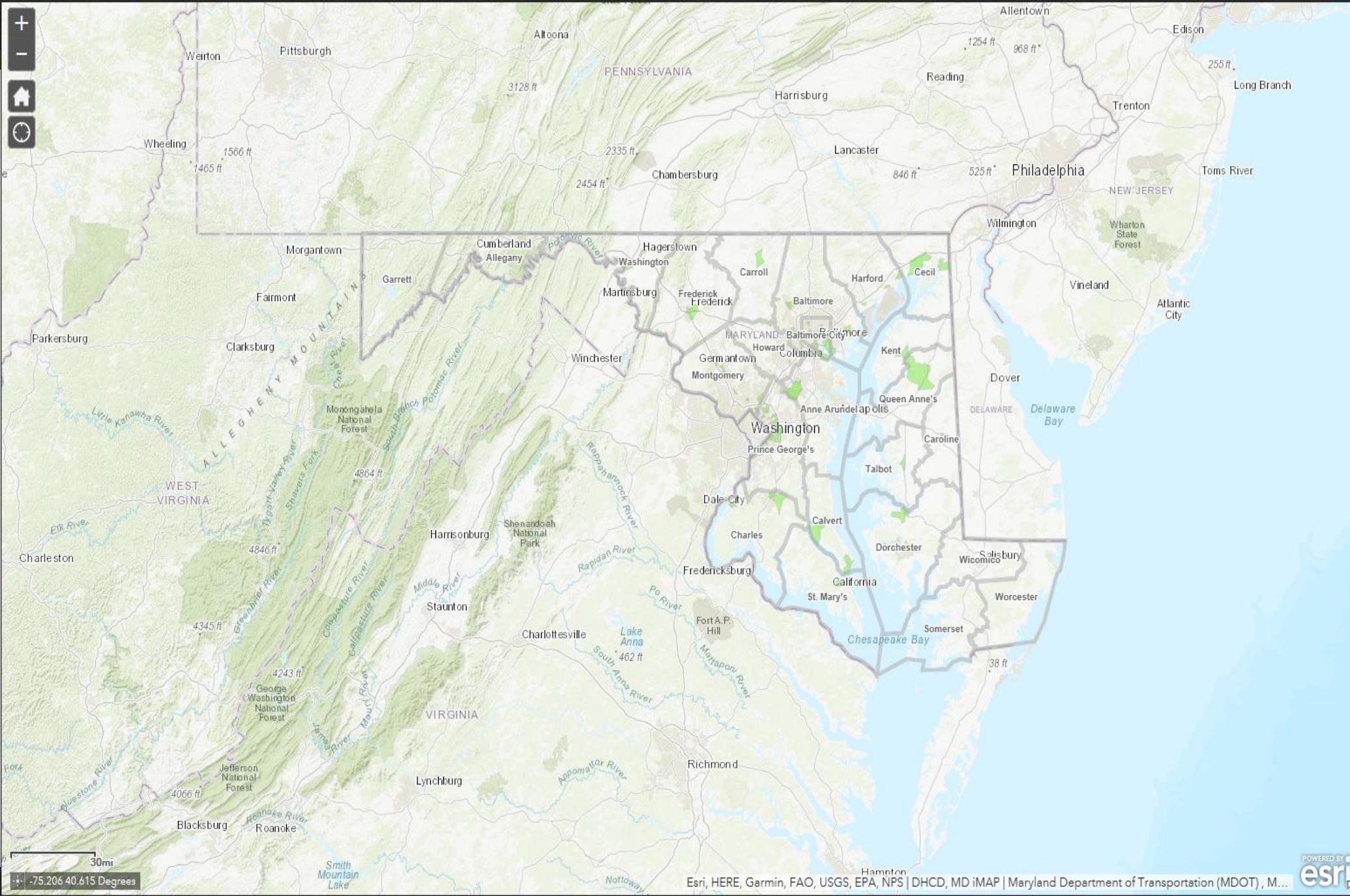
Click the symbol on map to get more specific information on this product

Now let's add a project, business, or fund.....



Search for an address or locate on map

Search Address









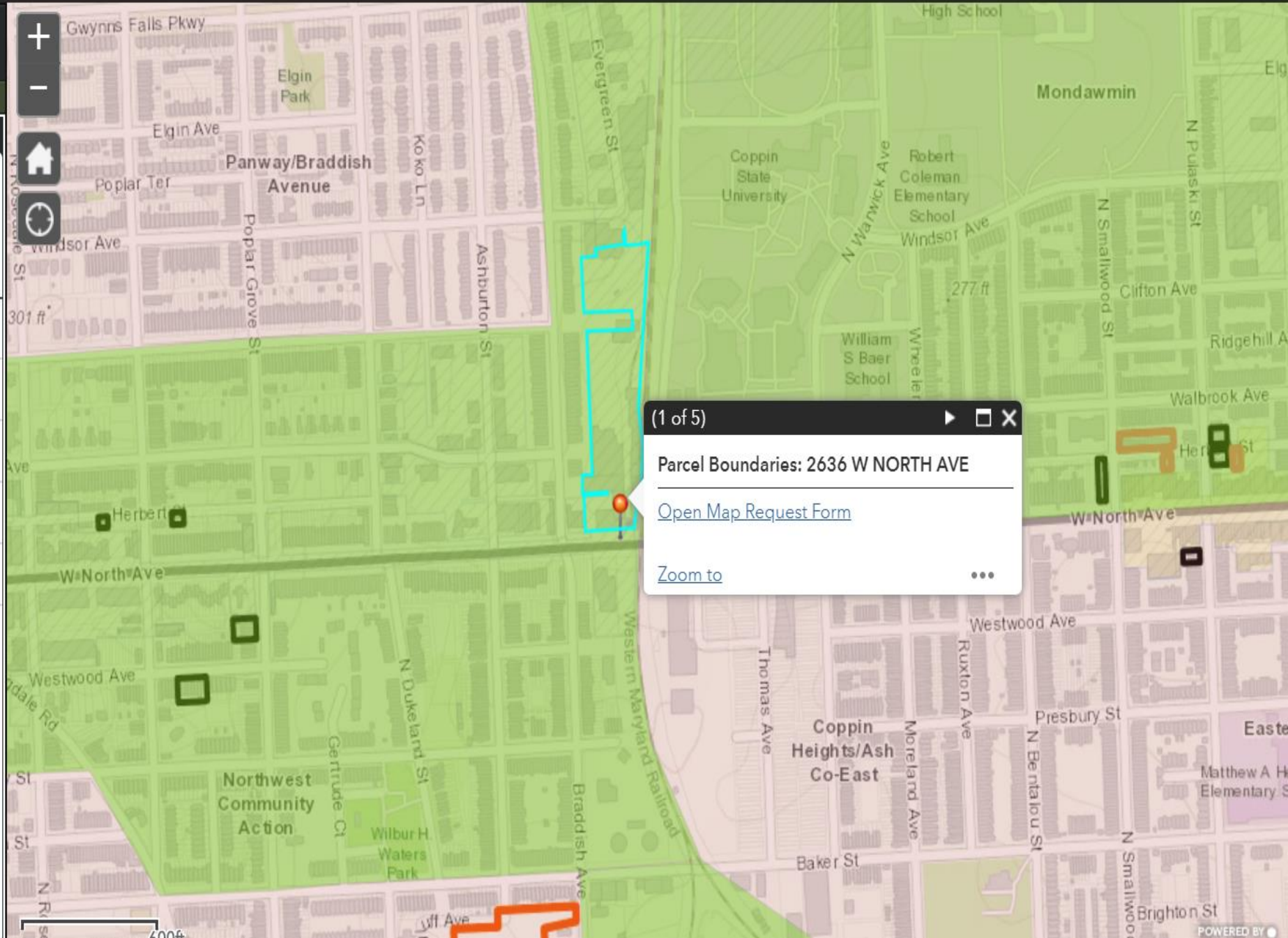


## Near Me

Search for an address or locate on map

2636 W North Ave, Baltimore, MD X Q

Sustainable Communities (DHCD)	(1)	>
Opportunity Zones (Federal)	(1)	>
One Maryland Jurisdictions (Commerce)	(1)	>
Enterprise Zones (Commerce)	(1)	>
Priority Funding Areas	(1)	>



(1 of 5) ▶ □ ×

**Parcel Boundaries: 2636 W NORTH AVE**

[Open Map Request Form](#)

[Zoom to](#) ...

# OZ Listing Form

## Opportunity Zone Listing - Map Entry Form

Select the type of Opportunity Zone (OZ) listing you would like to create\*



OZ Business



OZ Project



OZ Fund

Submit

Powered by Survey123 for ArcGIS

# Data entry of "Wallbrook Mill"

## Opportunity Zone Listing - Map Entry Form

Select the type of Opportunity Zone (OZ) listing you would like to create\*



OZ Business



OZ Project



OZ Fund

### Listing Name\*

Name of Business, Project, or Fund to be added to the Opportunity Zone Listings map.

Wallbrook Mill Redevelopment

### Listing Industry\*

Mix Use

### Contact Name\*

Brian Lopez

### Contact Email\*

blopez@ospreypc.com

### Listing Website\*

http://ospreypc.com/about/

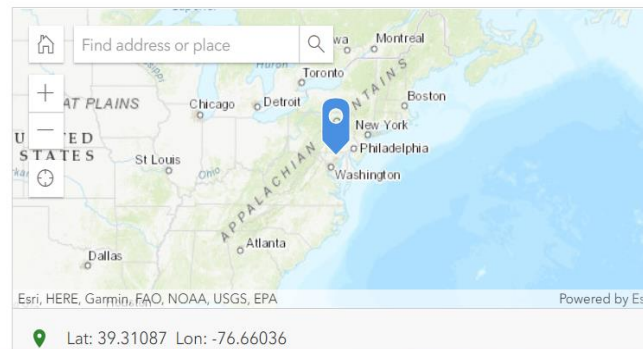
### Listing Description\*

Please give brief description of the Business, Project, or Fund that will be displayed on the map.

\$26 million development to revitalize a former lumber mill into apartments, retail and maker space

### Listing Location\*

Map is auto populated from the previous stage of the process



### Listing City\*

City is auto populated from the previous stage of the process

BALTIMORE

### Listing Zip Code\*

Zip Code is auto populated from the previous stage of the process

21216

### Listing County\*

Baltimore City

### Project Size (\$)\*

123 26000000

### Project Size (\$)\*

123 26000000

### Project Debt Opportunity (\$)\*

123 15000000

### Project Debt Opportunity (\$)\*

123 15000000

### Project Equity Investment Opportunity (\$)\*

123 5000000

### Submission Date\*

10/9/18

### Listing Photograph\*

Please upload a photo to be displayed within the map.



osprey logo.JPG

10.7KB

Submit



# New project - Wallbrook Mill



Maryland Opportunity Zone Locat...

Listing Type OZ Project

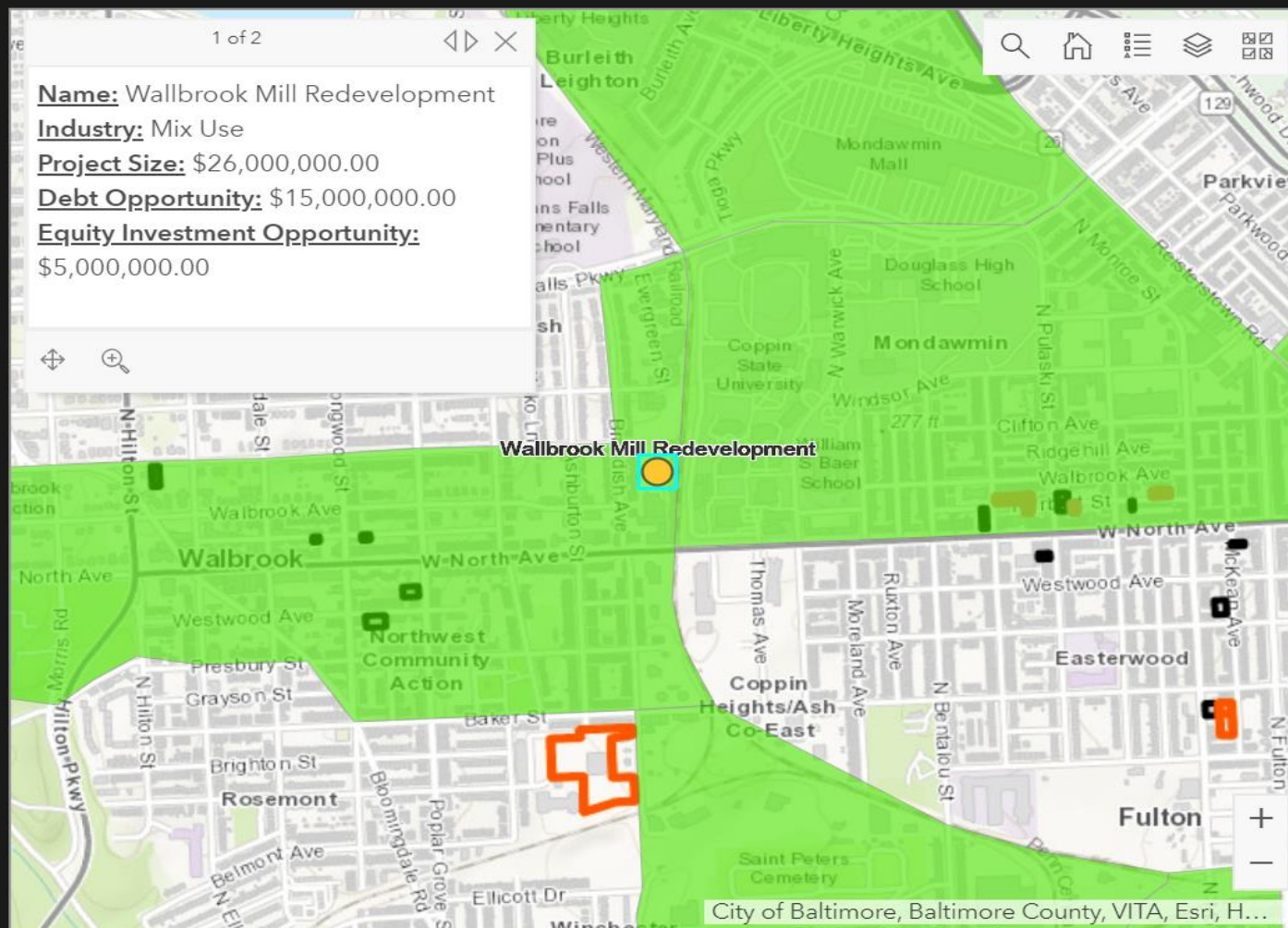
Listing Category None

County Filter Baltimore City



## Opportunity Zone Listings

- McCulloh Homes and State Center Redevelopment  
OZ Project - Mix Use
- Perkins, Somerset, and Old Town Redevelopment  
OZ Project - Residential
- Wallbrook Mill Redevelopment  
OZ Project - Mix Use
- Yard 56  
OZ Project - Mix Use



## Listing Contact Information

**Name:**  
Wallbrook Mill Redevelopment

**Listing Type:**  
OZ Project

**Description:**  
\$26 million development to revitalize a former lumber mill into apartments, retail and maker space

**Address:**  
2636 W NORTH AVE, BALTIMORE, MD 21216

**County:**  
Baltimore City

**Contact Information:**  
Brian Lopez  
blopez@ospreypc.com  
<http://ospreypc.com/about/>

osprey logo.JPG



Click the symbol on map to get more specific information on this product

Select a product from list to get more information





# Contact Maryland DHCD

Kenneth C. Holt, Secretary

Maryland Department of Housing & Community Development (DHCD)

[kenneth.holt@maryland.gov](mailto:kenneth.holt@maryland.gov)

<https://dhcd.maryland.gov>

Frank Dickson, Director of Strategic Business Initiatives

Maryland Department of Housing & Community Development (DHCD)

[frank.dickson1@maryland.gov](mailto:frank.dickson1@maryland.gov)