



OPPORTUNITY ZONES

**Equitable and inclusive
economic growth**

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OUR COMPASS

VISION AND MISSION

OUR VISION: One day every person will have an affordable home in a vibrant community, filled with promise and the opportunity for a good life.

OUR MISSION: To create opportunity for low- and moderate-income people through affordable housing in diverse, thriving communities.

OUR HISTORY

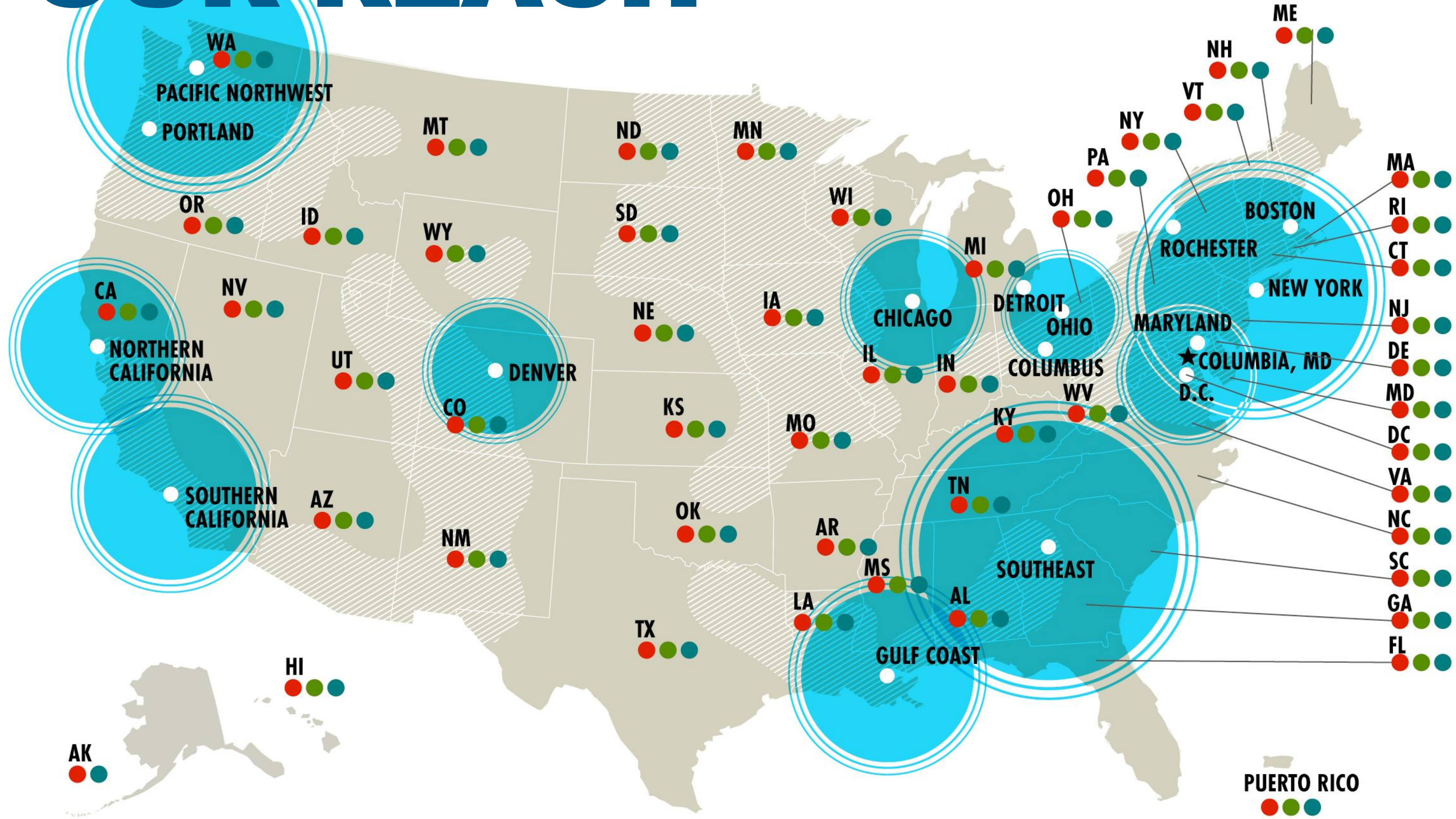
Enterprise is a national nonprofit with over 37 years of experience working with low- and moderate-income communities across the country. **Since 1982**, we have invested over **\$43 billion** in communities resulting in over:

- **585,000 homes**
- **4.2 million sq. ft of community space**
- **16,200 educational seats**
- **590,000 patient visits**
- **500,000 jobs**



NATIONAL FOOTPRINT

OUR REACH



● BLUE CIRCLES INDICATE MARKET AREAS

○ WHITE CIRCLES INDICATE OFFICES

★ STAR INDICATES HOME OFFICE

▨ WHITE SHADING INDICATES RURAL INITIATIVE

INVESTMENTS IN 49 STATES, D.C. AND PUERTO RICO

● RED CIRCLES INDICATE EQUITY INVESTMENT

● GREEN CIRCLES INDICATE LOAN INVESTMENT

● BLUE CIRCLES INDICATE GRANT INVESTMENT

OPPORTUNITY ZONES

EMERGING OPPORTUNITY

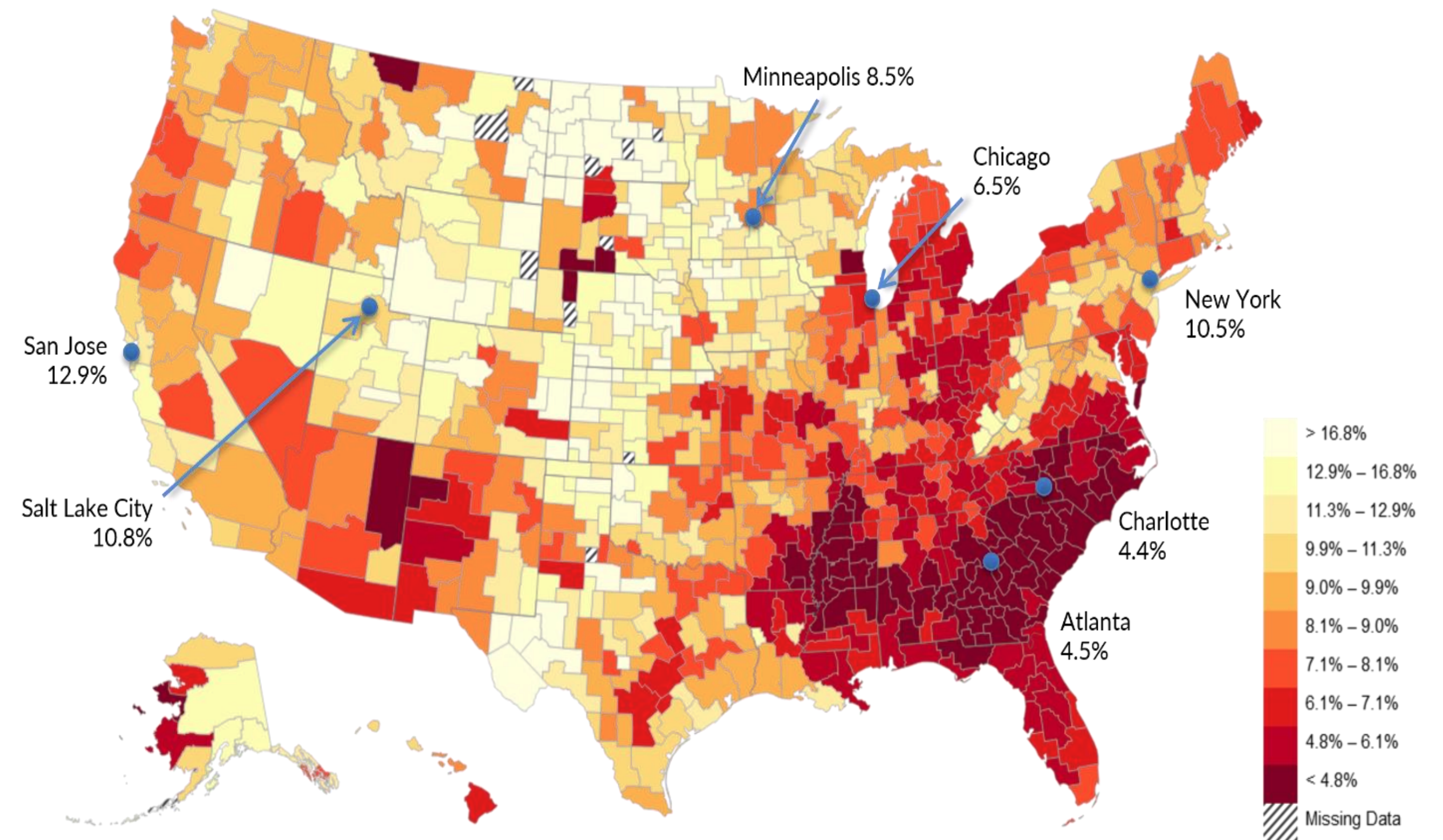
Distressed communities are challenged by lack of access to capital and limited pathways to economic mobility and economic growth.

Qualified Opportunity Zones investments have the potential to unlock access to new sources of capital to catalyze sustainable and inclusive economic growth in underserved areas for those most in need.

1 in 6 Americans live in economically distressed communities

The Geography of Upward Mobility in America

Children's Chances of Reaching Top 20% of Income Distribution Given Parents in Bottom 20%



OUR OZ ENGAGEMENT

FIELD BUILDING & EDUCATION: Since the inception of Opportunity Zones, Enterprise staff have been educating and engaging a broad range of stakeholders, including designated OZ community members; federal, state and local officials; prospective investors; and the broader field of impact investing.

POLICY: Enterprise is committed to working with policymakers at all levels of government to ensure that Opportunity Zones fulfill their potential of creating broader access to opportunity for low-income residents and businesses.

MAPPING TOOL: Enterprise's proprietary technology platform Opportunity360 offers a powerful way to map, measure and report on all 8,700+ Opportunity Zones.

OPPORTUNITY FUNDS: The Enterprise Opportunity Fund platform will support socially-minded development projects, applying our framework of community engagement and benefits.

TECHNICAL ASSISTANCE: Our Advisors team is engaged on developing technical assistance tools to guide the implementation of Opportunity Zones in alignment with local priorities and objectives.

FEDERAL POLICY ADVOCACY

Enterprise continues to advocate for guardrails to promote transparency and ensure inclusive economic growth

We are focused on four main priorities in our recommendations to the IRS:

- Track and report outcomes of Opportunity Fund investments, e.g.:



Job creation



Poverty reduction



New business starts

- Prevent predatory or speculative purchasing of vacant land
- Require higher “substantially all” threshold for real estate projects
- Provide regulations that encourage pairing investments with other Tax Credits

AN EMERGING OPPORTUNITY

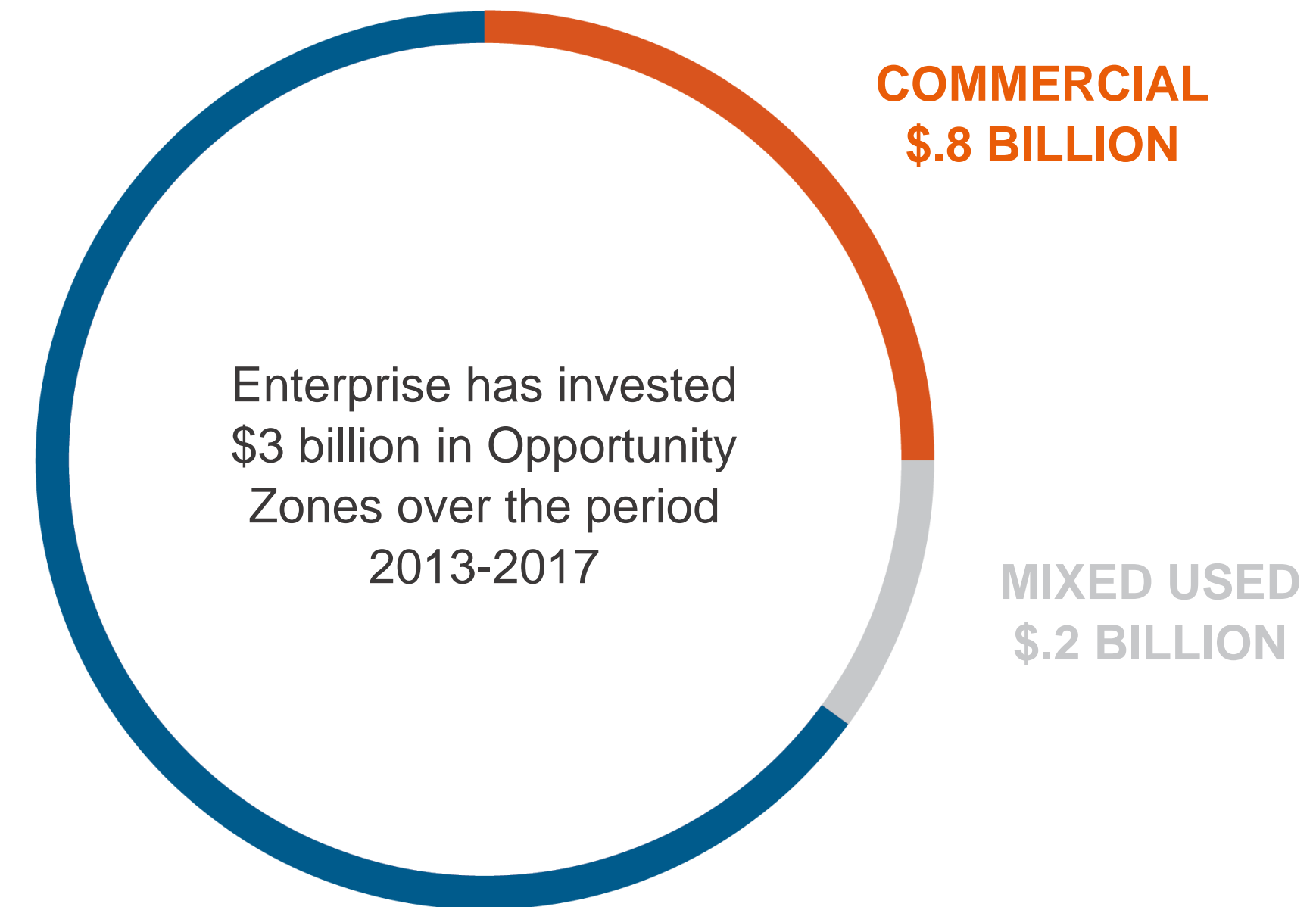
OPPORTUNITY ZONES

Enterprise offers deep knowledge, experience and partnerships in distressed areas, including designated Opportunity Zones.

Our goal is to unlock investments in Opportunity Zones over the next decade by leveraging Enterprise's integrated capabilities of:

- capital aggregation,
- investing and investment mapping,
- measuring and reporting impact, and
- program and policy implementation.

HOUSING
\$2 BILLION



A PROPRIETARY APPROACH

DATA-DRIVEN ANALYSIS

We guide and evaluate investments with metrics

Created by Enterprise Community Partners, OPPORTUNITY360 helps evaluate opportunity in any neighborhood in the country and the impact of a single project or entire portfolio of work

- Measures five foundational criteria shown to have the greatest impact on how we live
- Reveals opportunities to ensure communities are inclusive, equitable and thriving



- Home Ownership
- Housing Cost Burden
- Housing Affordability



- High School Completion
- Higher Education Attainment



- Access and affordability of health care
- Health status



- Income, Wealth, and Savings
- Poverty Rate
- Employment



- Transit and Vehicle Access
- Commute Time

A COMMUNITY-DRIVEN FRAMEWORK

Proactively plan for Opportunity Fund investment

- Set the table for a community conversation
- Empower local groups to lead community-driven strategies
- Help build an investment ecosystem
- CDFIs, local government, foundations, etc.
- Engage investors and philanthropy
- Create policies and devote resources aimed at:
 - Attracting the right type of investment
 - Preventing displacement
 - Asset mapping, small area plans, evaluating and highlighting local funding

EQUITABLE AND INCLUSIVE ECONOMIC DEVELOPMENT

Objective

- Promote inclusive and equitable growth of underserved Opportunity Zone communities to facilitate:
 - Affordability
 - Community Resilience
 - Economic Mobility

Strategy

- Long-term commitment to communities and equitable and inclusive economic development
- Partner with local organizations, agencies and/or foundations to enhance incentives/mitigate risks and to achieve impact at scale
- Support quality investments through trusted pipeline network, targeting development opportunities that align with local priorities
- Ensure that community voice is engaged and reflected in some form

INCLUSIVE ECONOMIC DEVELOPMENT



HOUSING AFFORDABILITY

- Affordable Housing for families at 60-80% AMI
- Workforce housing at 80-120% AMI

COMMUNITY RESILIENCE

- Anchor institution and community alignment
- Transit-oriented-development and master planning
- Resilience and infrastructure projects

ECONOMIC MOBILITY

- Mixed-use including live / work spaces and residential multifamily with ground floor retail / office
- Office spaces / retail with community service anchor (workforce dev)
- Economic development / small business retention and growth

PUBLIC BENEFIT

- Helping investors meet goals under the Community Reinvestment Act and Public Welfare Investment exemption

QUESTIONS?

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