

Leveraging Impact Investing to Support a Community Transformation in Baltimore

January 30, 2015



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Enterprise Community Partners

- National nonprofit providing financing, technical assistance, and public policy solutions geared towards creating communities of opportunity
- 30 years of experience preserving and creating affordable homes, providing low- and middle-income families with a platform to build a stable and rewarding life
- Work began in Baltimore more than 30 years ago
- We have invested more than \$16 billion in communities throughout the nation, creating or preserving 320,000+ affordable homes.
- Home. Community. Opportunity.



David Bowers
*VP & Mid-Atlantic
Market Leader*
Enterprise Community
Partners



Thibault Manekin
Co-Founder
Seawall Development



**Rachel Reilly
Carroll**
*Investment Marketing
Manager*
Enterprise Community
Loan Fund



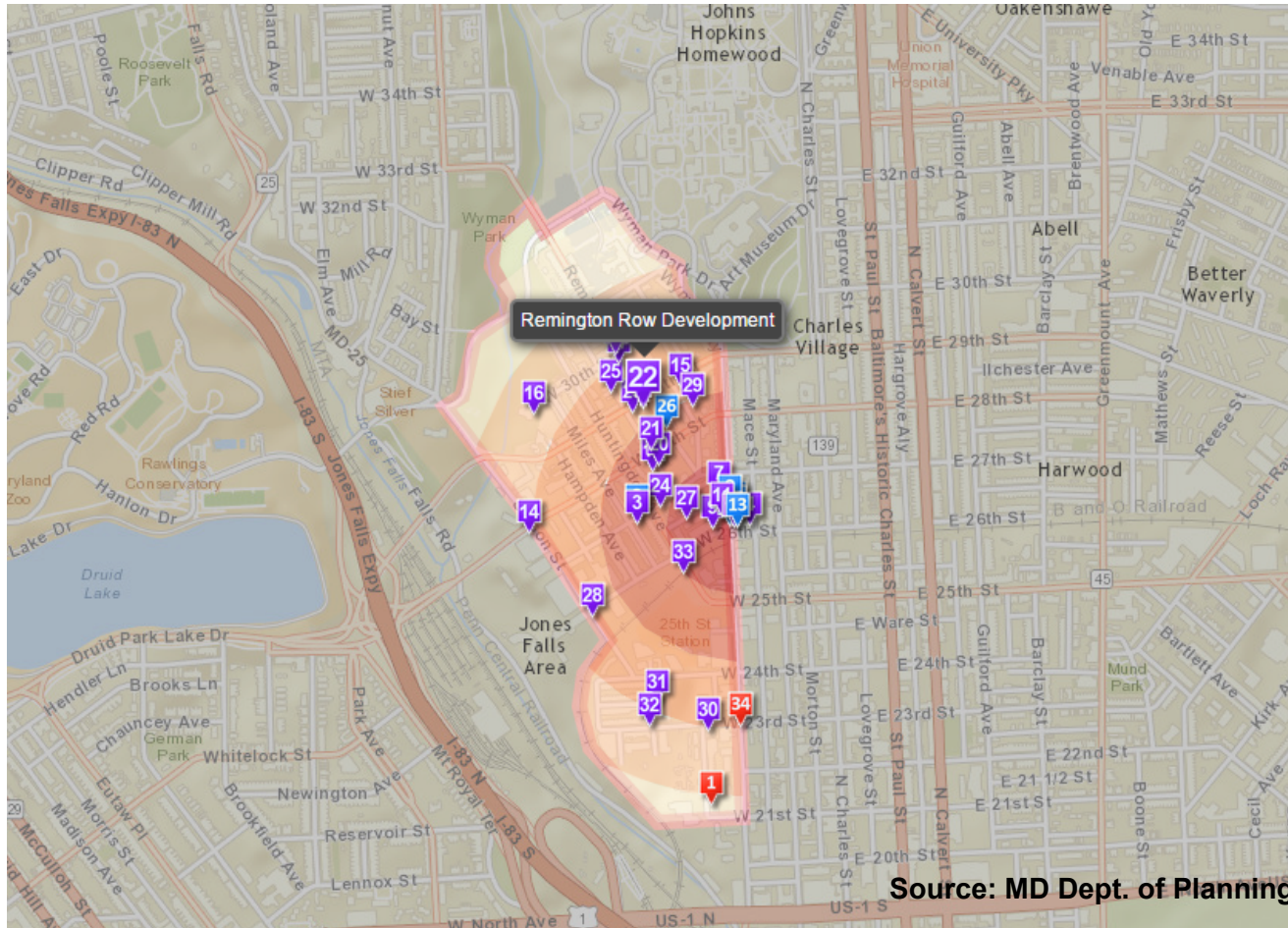
Matthew Gallagher
President & CEO
Goldseker Foundation

Seawall Development Co.

Miller's Court: Before



Remington Neighborhood: Baltimore, MD



Miller's Court

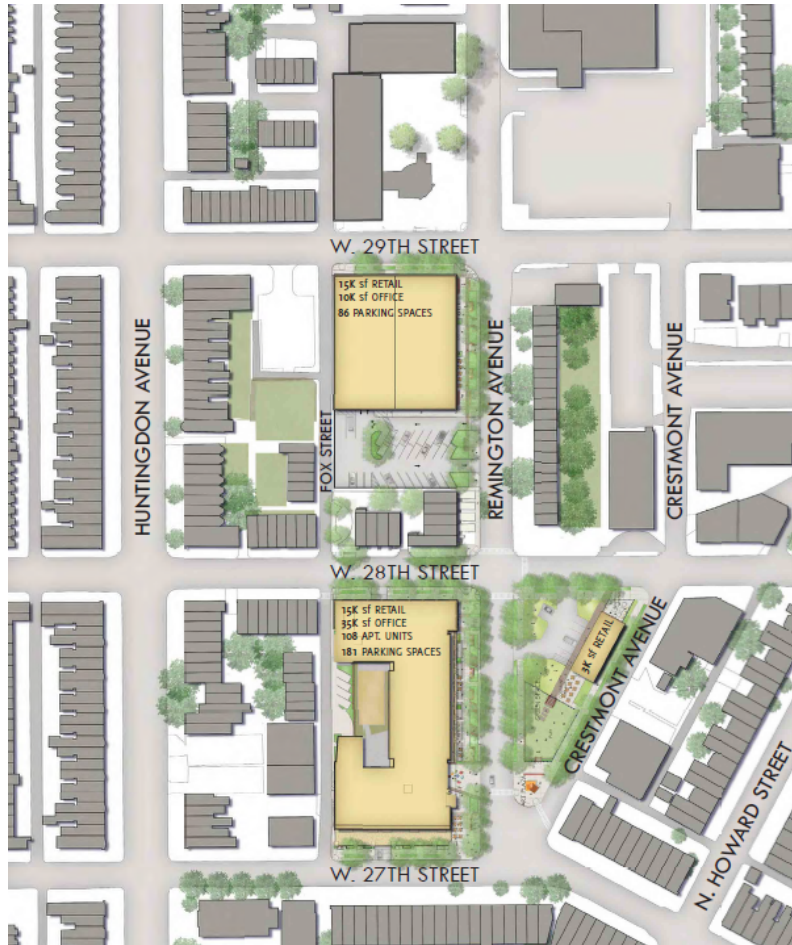
Miller's Court: After



Miller's Square



Remington Row



AERIAL FROM NORTHEAST



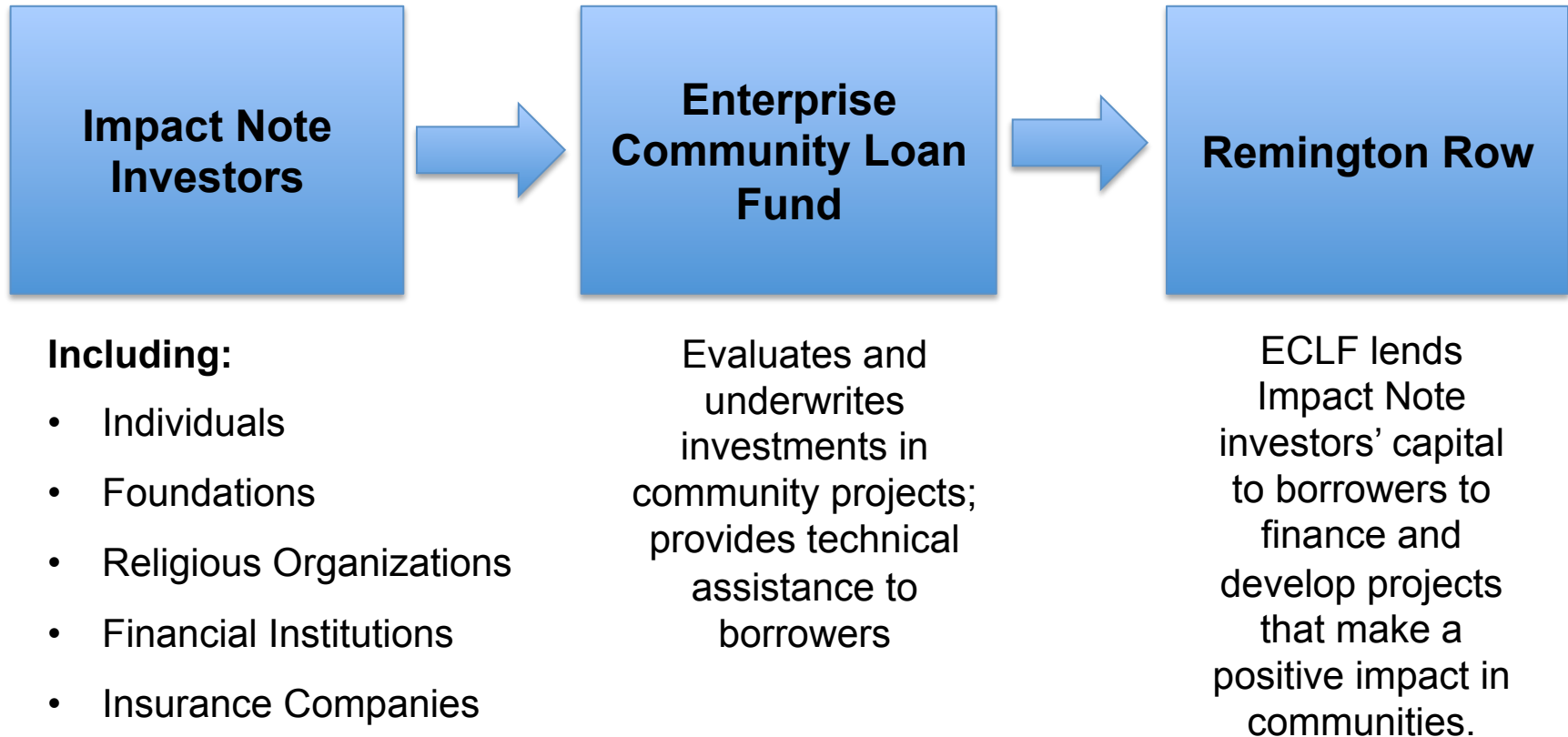
The Impact of Investment



Enterprise Community Loan Fund

- National Nonprofit Loan Fund, Treasury Department certified Community Development Financial Institution (CDFI)
- Invested \$1.25 billion to create or preserve 90,000+ affordable homes
- Provides first-in financing to high-impact community projects
- Catalytic capital – our investments attract additional financing from traditional financial institutions
- Technical Assistance – our lenders are invaluable capacity building resources to our borrowers
- Provided Seawall Development Co. with \$5.3 million for Remington Row and additional commercial sites in Remington

Enterprise Community Impact Note



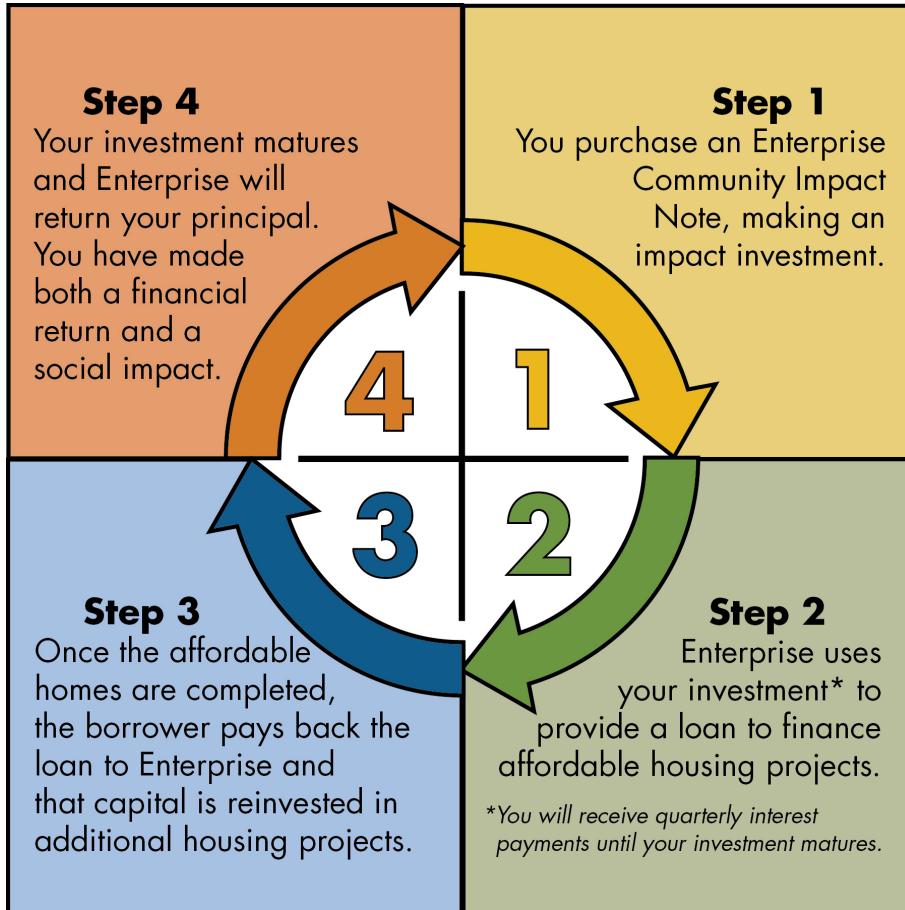
Impact Investing

- Investments made with the intent to generate a social impact alongside a financial return
- Opportunity for individuals and organizations to make an investment that will benefit a cause that they support
- Private Capital, Public Good - Investors are more aware of how their capital is being used
- Growing Field
 - US National Advisory Board on Impact Investing
 - Obama Administration Support to Accelerate Impact Investing
 - G8 Social Impact Investment Taskforce

Enterprise Community Impact Note

- Presents opportunity to broaden and diversify sources, and drive new capital investments to communities in need
- Enterprise Community Loan Fund launched Impact Note program in 2010
- Fixed-income, Fixed-term - investors' alternative to a Bond, Certificate of Deposit, or T-Bill
- Success-to-Date: Raised more than \$30 million from nearly 200 investors

Capital on a Mission



Enterprise Community Impact Note

- Term: 2 – 10 years
- Interest Rate: 1.5% - 3.5%
- Open to individuals and organizations
- Supports affordable housing, nonprofit health care centers, education spaces
- Minimum: \$5,000
- Geographic and Programmatic Targeting: \$500,000
- Guaranty on Principal and Interest

Goldseker Foundation



Goldseker Foundation: Impact Note Investor



Social Impact and Financial Return







www.EnterpriseCommunity.org | www.EnterpriseCommunity.com