

# Promise of Opportunity Zones & the Challenges of Implementation

Including an outlook on  
COVID-19 impacts to small  
businesses and some initial  
responses and resources

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DEVELOPMENT

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*On*  *Tap*

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# TODAY'S PRESENTERS



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# Opportunity Zones

**ECONOMIC INNOVATION GROUP** / Washington, DC

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# OZ leaders are now positioned to be agents of the recovery

Many of the same leaders implementing strong OZ strategies across the nation are now charged with enacting preventative measures to shore up local economies.

Examples:

- Invest Atlanta – Business Continuity Loan Fund
- Deputy Mayor for Planning and Economic Development in Washington, D.C. – Small Business Microgrants Program
- Opportunity Alabama - key partner in the state's efforts to survey and provide financial assistance to impacted businesses and families

Local OZ efforts have resulted in:

- Enhanced collaboration
- Formation of cross-sector partnerships
- Expansion of networks

The strengthening of community relationships in this way could prove critical in this moment, and those leading on Opportunity Zones are now positioned to be agents of the economic recovery.

# How to Rescue Main Street Before It's Too Late

How to Rescue Main Street From Coronavirus Before It's Too Late  
Mar 18, 2020



*A tidal wave of insolvency is about to crash on the American small business community, and Congress is running out of time to stop it.*

By Adam Ozimek and John Lettieri

It is now clear that the coronavirus pandemic will exact a staggering toll on the American economy. Treasury Secretary Steven Mnuchin has reportedly warned Congress that unemployment rates – currently near their historical lows – could skyrocket to 20% absent massive federal intervention. Former White House Council of Economic Advisors chair Kevin Hassett believes a global recession is nearly certain to unfold, and expects monthly job losses for March to be among the worst in U.S. history. By any measure, an economy that not long ago had driven Americans' confidence in the labor market and optimism about their financial security to record highs is about to undergo a massive and potentially catastrophic disruption.

To date, the response from policymakers has primarily centered on ways to provide relief for the millions of individuals likely to be directly harmed by the crisis, including direct cash transfers and extended unemployment benefits. While individual relief is badly needed, it is only part of the equation. The fate of individual workers is tied to the survival of employers over the coming months. Small businesses, which employ nearly half of the American workforce, are particularly vulnerable to a crisis that is likely to cause months of lost revenue for businesses in deeply affected industries such as restaurants and retail, which employ millions of American workers.

The economic damage is already underway. Across the country states and cities are forcing non-essential businesses to close in an attempt to slow the spread of the virus. This action is wise and for the greater good, but will devastate small retailers, restaurants, and other customer-focused businesses. The fragility of these businesses and urgency of intervention should alarm

EIG has proposed a new lending facility with the following characteristics:

- Flows through commercial banks
- 0% interest
- 20 year terms
- No collateral
- No payments for three months
- Available to any business with fewer than 500 employees that can document (not up front) at least a 25% fall in revenues
- Broad allowed usage (payroll, debt refinancing, rent, investments)
- Up to \$5 million

# What does this all mean for OZs?

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## **Reasons for worry:**

- The OZ market can only deal with so much uncertainty
- Capital seeks safety in a time of crisis
- Commercial real estate markets may dry up

## **Reasons for optimism:**

- A bunch of gains have been realized through the sell-off
- OZs operate on very long-term investment horizons
- Equity capital may become an especially precious commodity
- The moment could provide for a market reset, making the mission of this policy crystal clear
- A new class of investors could emerge from this crisis with a renewed commitment to community and supporting small businesses and entrepreneurs.

# \$7.5+ billion in equity raised

FUNDS RAISED BY QOFS  
REPORTING EQUITY

**\$7.57 billion**

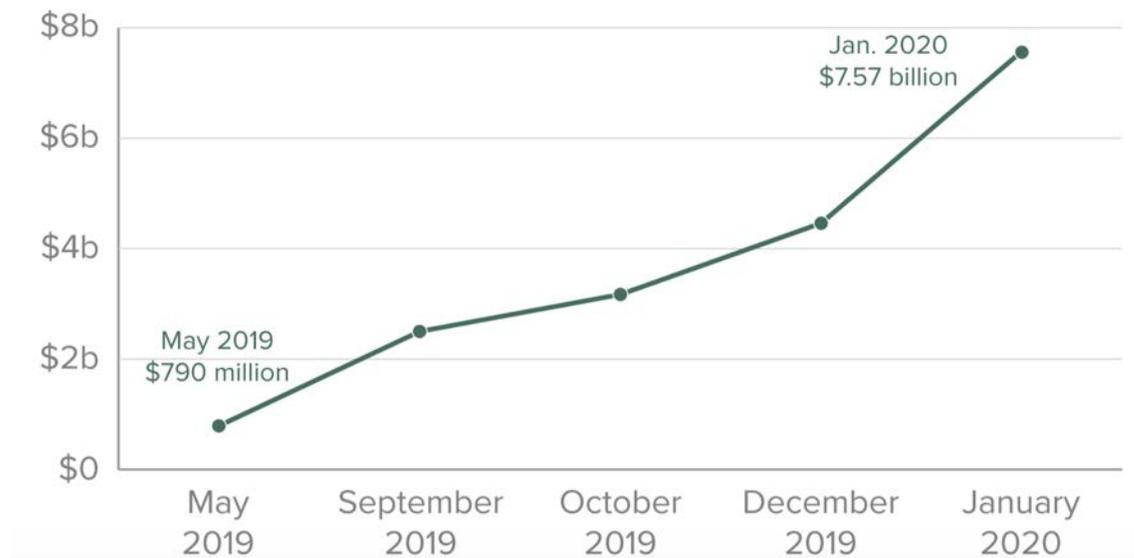
QOFS REPORTING  
EQUITY RAISED

**308**

TOTAL QOFS

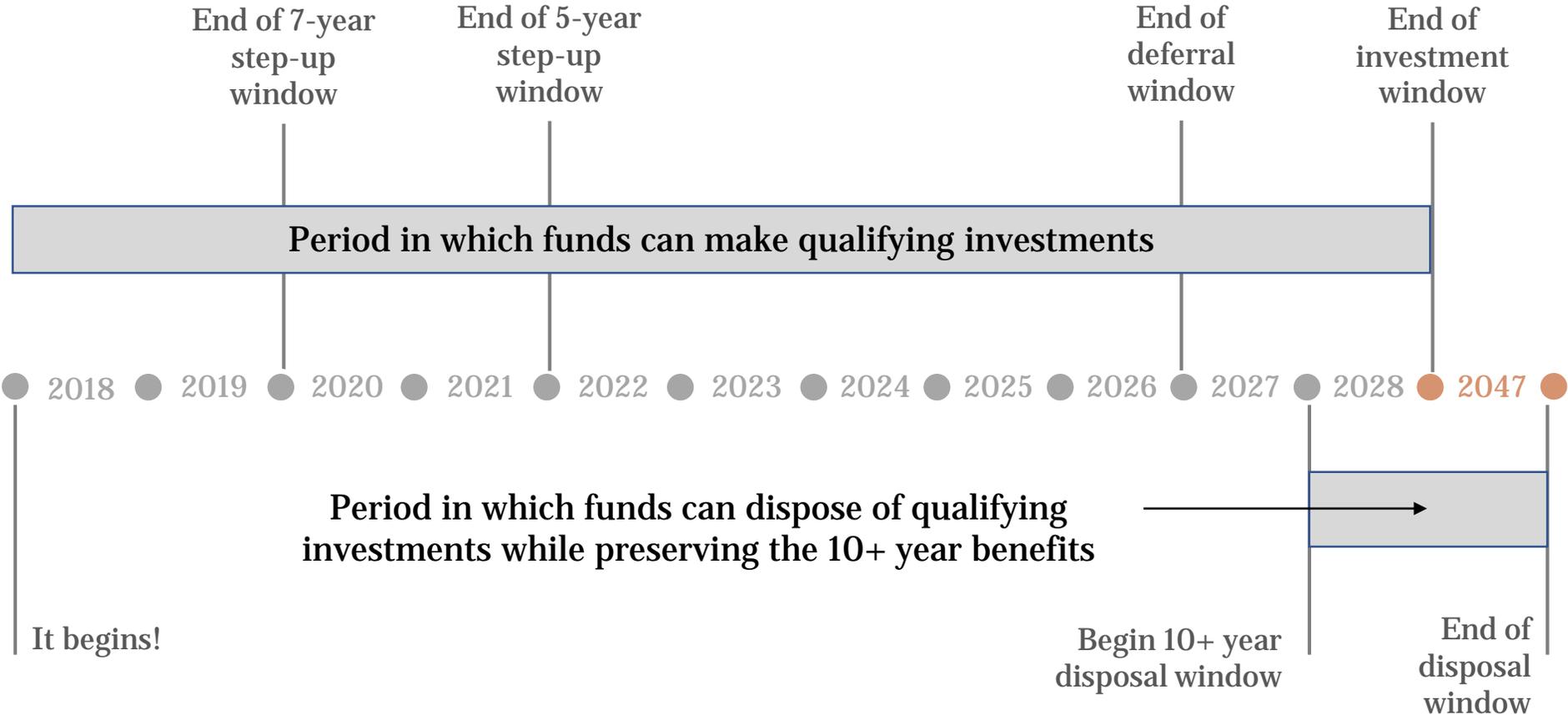
**513**

## Reported Equity Raised



Opportunity Funds Listing Shows Strong Increase in Investment  
Novogradac and Company  
January 8, 2020

# Investments can be held through 2047



# Federal update: final rule and current legislation

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**Final regulations** contained a number of favorable rules for localities:

- Property that local government entities contribute to an OZ deal can be considered "original use"
- *This gives local leaders an opportunity to simultaneously offload sites on their books while providing leverage over the OZ investment*
- Vacant buildings automatically qualify as OZ investments if they were unoccupied for one year prior to zone designations or at least three years
- Brownfield remediation expenses are qualified OZ investments

The bipartisan **IMPACT Act** (co-sponsored by Senator Young) is poised to restore and expand reporting and transparency requirements.

- The original co-sponsors are working on a suite of reforms to strengthen the policy and encourage broad participation.

# EIG is mapping early indicators of success

## EIG OZ Activity Map



[www.eig.org/oz-activity-map](http://www.eig.org/oz-activity-map)

# The “Opportunity” in Opportunity Zones

<b>Investment Type</b>	<b>Examples</b>
<b>Business Start Up and Expansion</b>	Proximity – Grand Junction, CO Native American Ventures – Lummi Island, WA and Tse Bonito, NM Fifth Season – Braddock, PA
<b>Business Infrastructure</b>	Ready Seafood – Saco, ME Safe Foods – Little Rock, AR South Shore Industrial Park – South Shore, KY
<b>Housing</b>	Ox Fibre – Frederick, MD Carillon Oaks – Heflin, AL Garden Walk at Gunnison – Gunnison, CO
<b>Recreational/Tourism Economy</b>	Colorado Outdoors Pearl Fund – Montrose, CO Under the Stars Farm – Petsworth, VA
<b>Broadband</b>	Neighborly – OH, CA, and FL Alphametric
<b>Agriculture</b>	DCA Outdoors – Sugar Creek, MO Heart Ridge Farms – Madera, CA
<b>Engagement with Eds and Meds</b>	Stillman College – Tuscaloosa, AL MetroHealth – Cleveland, OH

# Investment: The Tappan

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- Cleveland, OH
- Local Developer
- Mixed-use, mixed-income rental property
- Retail space for local entrepreneur
- 95 apartments; 60% affordable workforce homes



Sustainable Community Associates leveraged OZ to provide discounted rents, creating apartments affordable for those earning 80 – 120% of Area Median Income. SCA will also have the option to take out the OZ equity investor in year-7 , capturing value creation and retaining it in the community.

“Some of our investors are able to invest into this project and take less of a return than they typically would, because they have all these tax benefits from the Opportunity Zone. What that means is our capital stack is less stressed for dollars, so we’re able to take some of the units and [charge less for] them, and still pay back our investors.”

*- Tremont project The Tappan would include apartments, first-floor bakery on Scranton Road*

# Deal Profile: The Tappan



## The Tappan

Location: **Cleveland, OH**

Congressional District: **Ohio 11th**

Opportunity Fund Manager: **PNC Bank**

QOZ Business: **Tappan Opportunity Zone, LLC**

Investment Date: **Q2 2019**

Project Details: **New mixed-use, mixed-income building with 95 apartments and a 2,000-square-foot bakery**

### Projected Impact\*

Full-Time Equivalent Jobs Supported (excludes construction)	43
Construction Jobs Supported	64
New Jobs Created due to Retail	17
Local Fee Revenue due to Construction	\$513,000
State and Local Tax Revenue due to Ongoing Operations	\$617,500 annually



■ Opportunity Zones equity (developer and partner) – \$6.9 million

■ Opportunity Zones equity (PNC Bank) – \$11.4 million

■ City of Cleveland debt – \$180,000

■ PNC Bank debt – \$3.8 million

**Total Development Cost: Approximately \$22.3 million**

# Investment: Proximity

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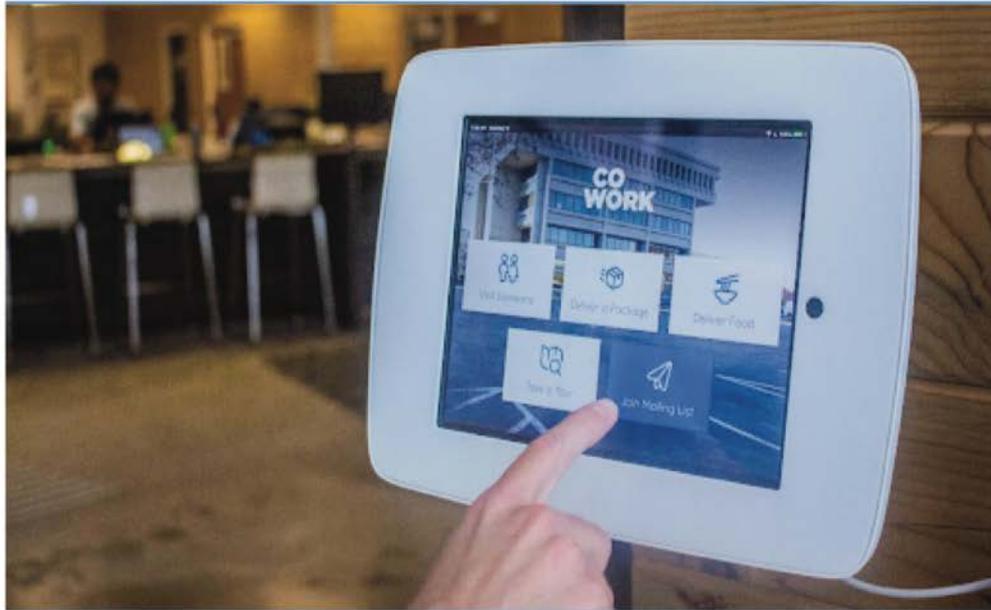
- Montrose, CO
- Largest network for independent coworking spaces
- First business in Colorado to secure an Opportunity Zone investment
- Three Opportunity Zone investments to-date

Proximity's most recent Opportunity Zone investment came from the Center on Rural Innovation (CORI Fund). Financing will support expansion to an estimated 1500 new locations and creation of 18 FTEs at Proximity.



“Opportunity Zone funding is a tremendous advantage for us. We're thrilled to move forward with a growth plan that allows us to reach more coworking spaces, new international markets, and continue the expansion of the Proximity Network.”

# Deal Profile: Proximity



## Proximity

Location: **Montrose, CO**

Congressional District: **CO-03**

Opportunity Fund Name: **CORI Innovation Fund**

Opportunity Fund Manager: **Center on Rural Innovation**

Investment Date: **Q1 2020**

Project Details: **Mission-aligned investment in operating business aims to connect and enable startup ecosystems in rural, suburban, and metropolitan communities**

## Projected Impact

New Jobs Created at Proximity: 18

Indirect Jobs Created: 90

New Proximity Network Locations: 1,500

Percentage of Expansion into New Markets: 65%

## Equity Raised in Current Round as of January 31, 2020:

50.8% OZ Equity  
(\$1.3 million)

49.2% Other Equity  
(\$1.3 million)

# Investment: Newark Arts Commons

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- Newark, NJ
- Rehabilitation of vacant St. Michael's Hospital
- 90,000 sq ft mixed-use
- Includes affordable office space for non-profits and art organizations plus artist apartments

Financing includes \$11 million in OZ financing as well as \$17 million in Historic Tax Credit equity. Will serve 500 low- and moderate- income kids annually.



"Culture and the arts are the core of our city's transformation and growth. They are central to our luster as a destination, vital to empowering our economy, and critical to inspiring our youth and residents to achieve their dreams of creative success. This new facility will enable all of these goals to become reality, while also restoring a historic downtown building to productive use." – Newark Mayor Ras Baraka

*- Ground Broken for Newark Arts Common*

# Investment: Brookville, IN

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- Brookville, IN
- Local family makes three Opportunity Zones investments, encouraging others to join.
- Valley House Flats – mixed-use with affordable homes
- Whitewater Publications – local newspaper
- Stay Cobblestone – area’s first hotel



“Valley House Flats demonstrates how a small and creative group of individuals were able to utilize the Opportunity Zone tax incentive to support the hopes and dreams of a small, rural community.”

*- Community leaders uses Opportunity Zones to bring new life to small town Indiana*

# Communities are finding many effective ways to engage

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- **Convener:** Hold a local OZ summit to raise awareness—target certain activities like business investment
- **Educator:** Offer technical assistance to businesses and potential fund managers
- **Matchmaker:** Develop a pipeline and facilitate deal-making, often with an online portal
- **Expediter:** Streamline permitting and approvals
- **Coordinator:** Designate a point person or organization to do all of the above
- **Market enabler:** Ensure that the preconditions for private investment to take root are in place
  - Engage in practices like strategic demolition or making complementary infrastructure investments
  - Issuing RFPs for city-owned land or selling city-owned vacant parcels
- **Market shaper:** Use incentives to nudge investors towards desired ends
  - Investments that meet impact, transparency, or engagement criteria
  - Affordable housing or historic preservation set asides or bonuses
  - Align other tech-based economic development tools to foster high-impact startups
- **Market maker:** Decisively put thumb on the scale for desired results
  - Deploy full suite of development finance tools in favor of priority outcomes

# Key impressions from the first two years: Local, local, local

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- The investor base is **broad**. It includes traditional investors, impact investors, boutique investors, and newcomers.
- **Local capital** will move first.
- OZs genuinely **changes the economics** of many types of investment (see for example brownfields).
- OZ equity often serves as the **deal closer**.
- Operating **business side** of the market was mostly frozen pending regulations. It is now beginning to move.
- **Direct and indirect impacts** and opportunities for entrepreneurship and wealth-building will be significant.

## **Saving the best for last:**

- Cannot emphasize strongly enough the imperative for **coordinated local leadership**.



Vincent Ash  
Develop Indy



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INDIANAPOLIS  
Opportunity Zones

# INDIANAPOLIS MARKET OVERVIEW

# STRONG WORKFORCE



**UNEMPLOYMENT RATE**  
3.6%



**MEDIAN AGE**  
34.2



**PER CAPITA INCOME**  
\$44,964



**CITY POPULATION**  
950,082

## POPULATION AND DEMOGRAPHICS

Population (30-mile radius)

1,906,063

ACS 2011-2015

Population (60-minute drive)

2,338,710

ACS 2011-2015

New residents (lived in a different state last year)

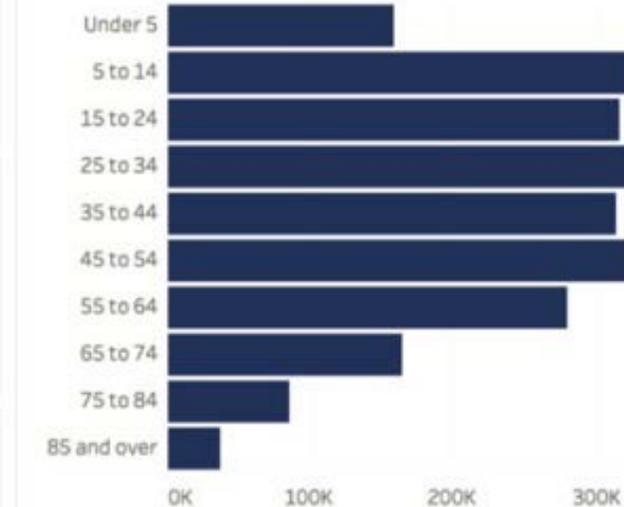
Within a 60-minute drive of Indianapolis

Age 18 to 34	20,520
Total	44,756

ACS 2011-2015

Population by age group

Within a 60-minute drive of Indianapolis

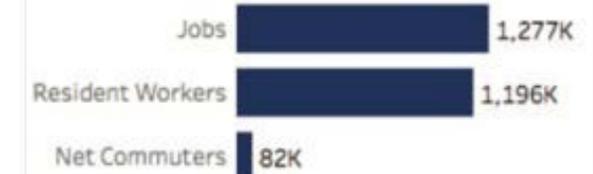


ACS 2011-2015

## LABOR FORCE

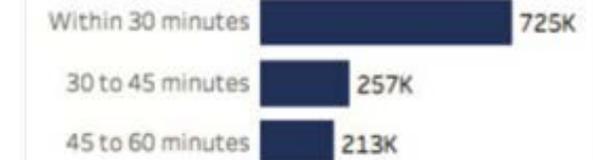
Jobs and resident workers

Within 60 minute drive of Indianapolis



EMSI Class of Worker 2017.3

Resident workers by driving distance



EMSI Class of Worker 2017.3



# EDUCATED PIPELINE

Indianapolis is home to **40 institutions** of higher learning. 18.9 percent of the city's residents hold a bachelor's degree — above the U.S. average — while 10 percent have a graduate degree.

Within 70 miles of Indianapolis you can find **250,000 students** at the following schools:



*Schools with close proximity outside Indianapolis Region:*



# *Embrace INDYpendence*

What makes the Indy region stand out from the pack? **Collaboration is more than just a buzzword here; it's the norm.** As a business or an individual, you can make a major impact in this community faster than anywhere else. We will get you connected with our signature **Hoosier Hospitality.**



# Live the Life You Want.

We take quality of life seriously in the Indy region (well, not too seriously).

**Music and sports?** We have it. World-renowned **culinary options?** We're on it. **Arts, museums, parks, and trails?** If you want it, Indy has it.

With over 30 museums, 95 miles of bike lanes, 75 miles of greenway, the world's largest children's museum, and the largest single-day sporting event, Indy has what you're looking for.



# Any Lifestyle in 30 Minutes or Less

Travel 30 minutes in any direction from Monument Circle in the center of Downtown Indy, and **urban, suburban, small town, and rural lifestyles** are all within reach.



# Indy Welcomes All.

Indy is focused on making long-term investments in competitiveness while ensuring that more residents can connect to economic gains and access the economy. Simply put, **Indy cares.**

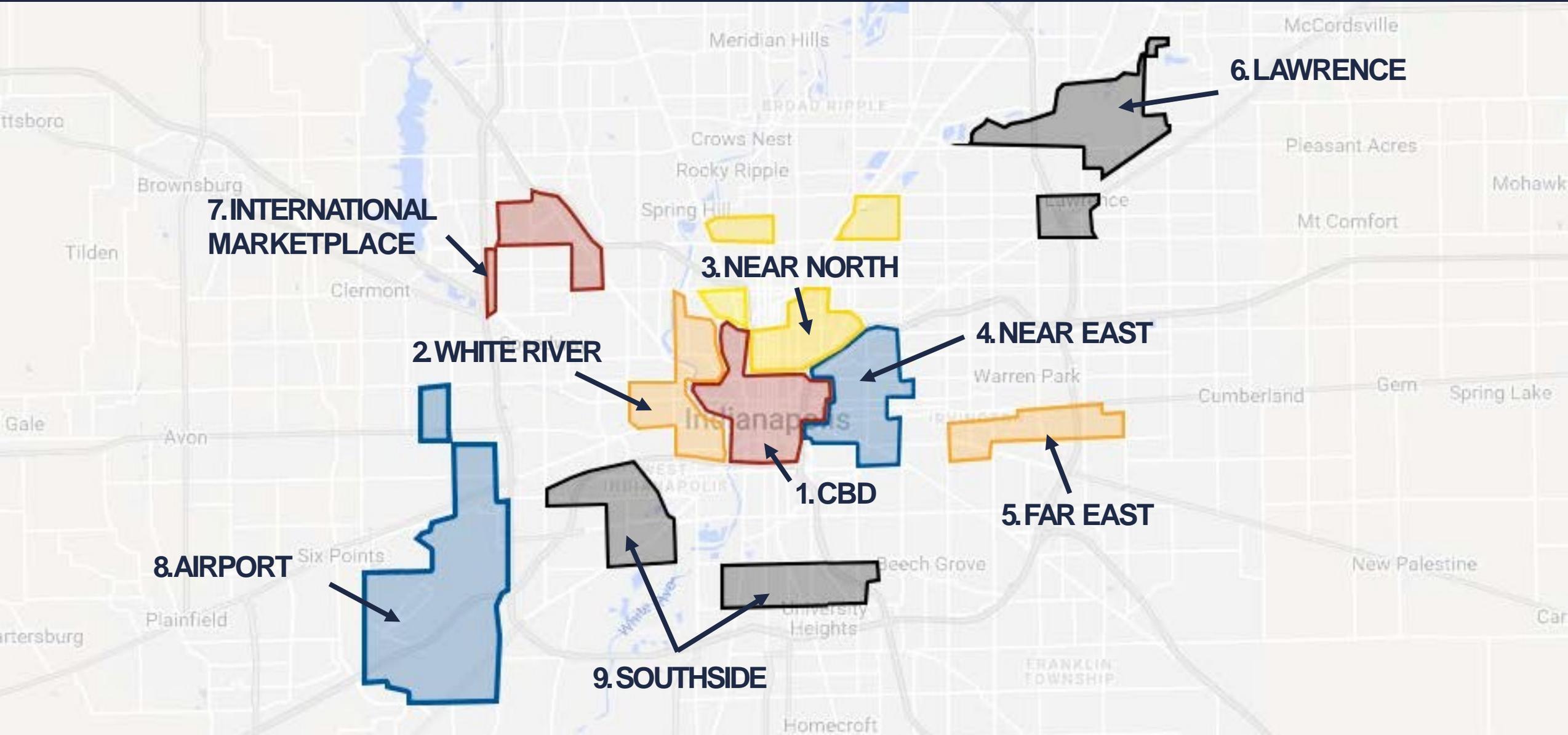
Many organizations contribute to and showcase Indy's vibrant culture for the world to see.

In addition to our status as one of the top cities for women in tech (26% of tech workers), Indy has seen significant growth in the Hispanic community (97% from 2010-2015), almost doubling the national growth rate.



**INDIANAPOLIS**  
**OPPORTUNITY ZONES**

# THE ZONES: 9 DISTINCT GEOGRAPHIES



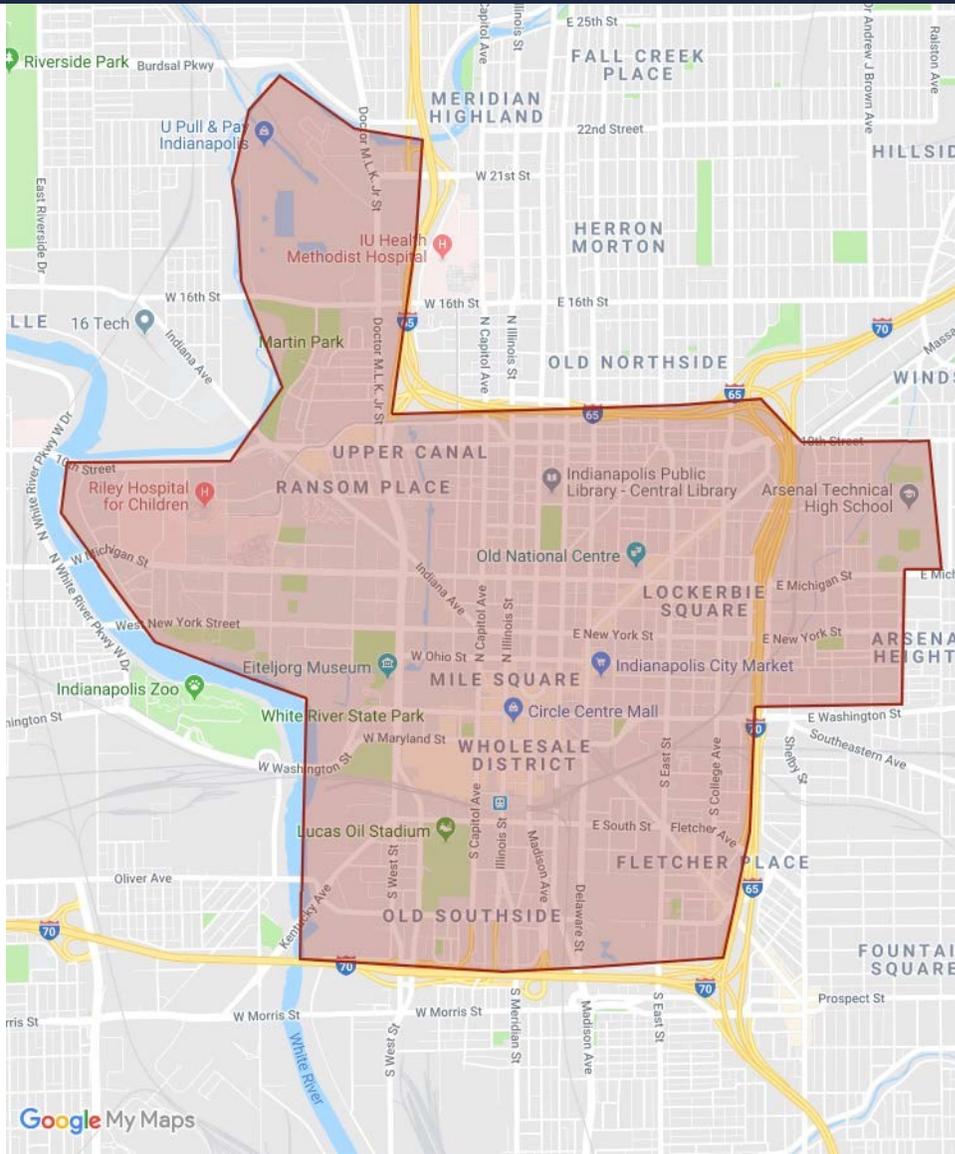
An aerial view of a city skyline at sunset. The sky is filled with golden and blue clouds, and the sun is low on the horizon. Several skyscrapers are visible, including one with a distinctive spire. A large, bold black number '1' is overlaid on the left side of the image.

1

# CENTRAL BUSINESS DISTRICT



# CENTRAL BUSINESS DISTRICT



## Top Industries



Tech



Healthcare and  
Pharmaceuticals



Professional  
Services

The Central Business District is a growing urban center featuring thriving businesses and retailers, a strong corporate base, talented workforce, robust convention and hospitality market, and a quickly-expanding residential community with a superb quality of life.

## DEMOGRAPHICS (2Mile Radius)

Population: **48,547**

Households: **22,509**

Families: **7,723**

Average Household income: **\$69,418**

Labor Force: **25,036**

Unemployment Rate: **3.06%**

## HOUSING

Total Dwellings: **25,053**

Housing Units Occupied: **22,509**

# CENTRAL BUSINESS DISTRICT NOTABLE PROJECTS & TRENDS



## **Bottleworks District**

Anchoring Mass Ave, this project includes new construction, adaptive reuse and historic preservation consisting of over three city blocks. It will feature street-level retail, offices, residential, entertainment spaces as well as a public market, hotel and cinema.



## **Hotel Momentum**

7,259 hotel rooms can be found downtown with another 1,800 in the pipeline. The new Signia by Hilton will feature 800 rooms, while boutique brands are also finding Indy attractive such as the country's first West Elm Hotel and Kimpton.



## **Mixed Use Apartments**

Downtown has seen high growth in mixed-use apartment buildings, now featuring 9,872 market-rate apartment units with another 980 in the pipeline (2019).

# CENTRAL BUSINESS DISTRICT OPPORTUNITIES



## Retail Development

The time for retail in Indy is now. A 2018 study shows the collective retail buying power in downtown Indy has grown from \$200MM in 2000 to \$450MM in 2018, reaching \$640MM by 2024. Opportunities can be found within Circle Center Mall and in many new mixed-use buildings.



**Canal Activation** There are various opportunities to build mixed-use properties around the area as was redevelop existing properties around this popular city attraction.



## Corporate HQ

Downtown Indy is an ideal location for Corporate HQs for its superb quality of life, talented workforce, walkability, and affordability. Several prime spaces for larger HQs are still available while many spaces for smaller HQs continue to open up due to redevelopment and new build options.



**Other notable opportunities:**

- **Development along the White River**
- **Downtown redevelopment**

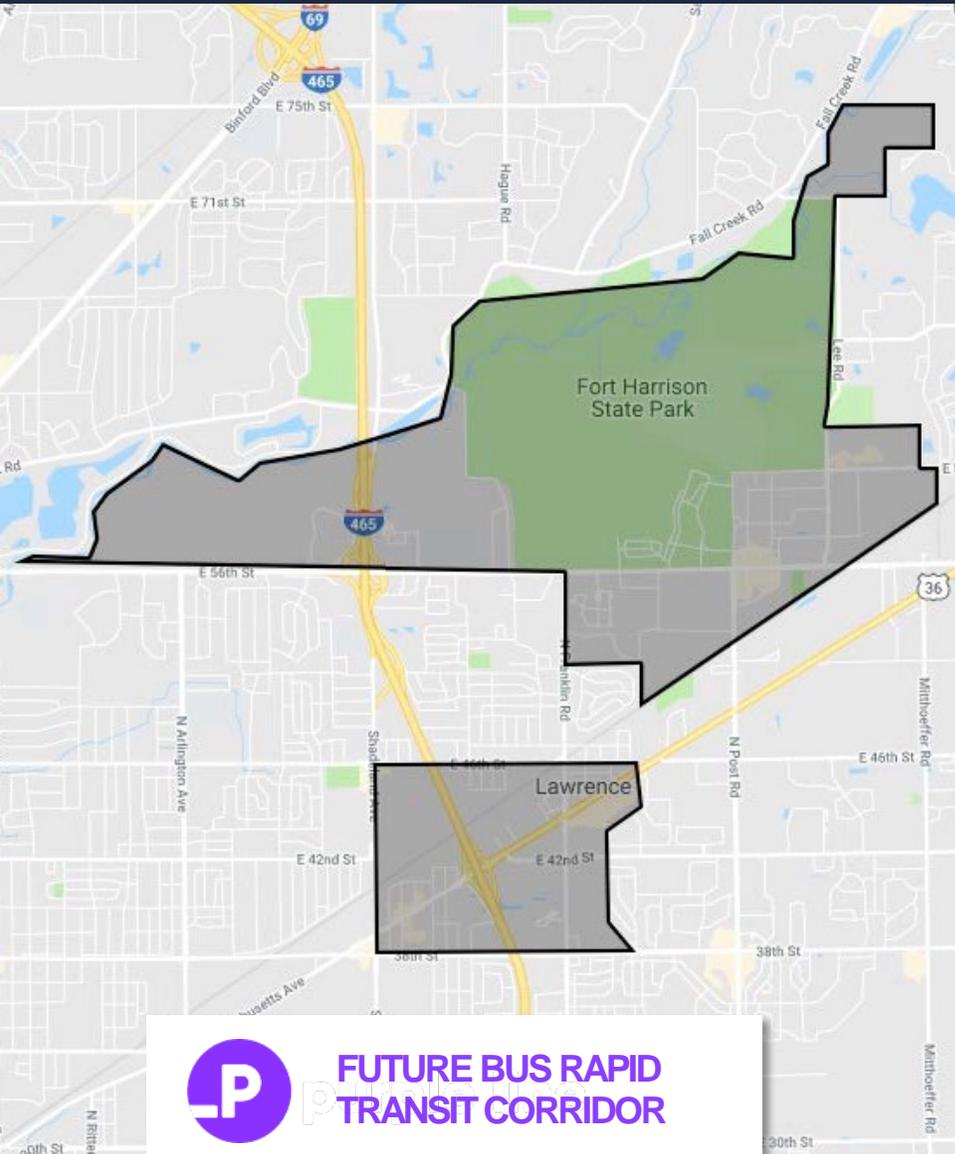
6

OFFICE SUITES

LAWRENCE



# 6.LAWRENCE



## Top Industries



Retail



Education



Government Agencies

- Fort Benjamin Harrison, the site of the former U.S. Army post, is located just 20 minutes northeast of Indy in the City of Lawrence. Today, the mixed-use campus known as “Fort Ben” has been transformed into a dynamic residential and business community after converting the former base for residential, commercial, recreational and office uses.

### DEMOGRAPHICS (2 mile radius)

Population	37,812
Households	15,555
Families	9,266
Average Household Income	\$46,221
Labor Force	19,443
Unemployed	4,666
Total Dwellings	16,256
Housing Units Occupied	15,555



LAWRENCE:

# NOTABLE PROJECTS & TRENDS



IMAGE SOURCE: FHRA

## Military Presence

A strong military presence remains, with many national and state military branches occupying approximately 10% of the former Fort Benjamin Harrison land area, including a new PX-

Commissary serving around 35,000 families, and the Defense and Accounting Service (DFAS) – at almost 1 million sq. ft. and 4,000+ employees – it is the 3<sup>rd</sup> largest government building after the Pentagon and Ronald Reagan Library.



IMAGE SOURCE: FHRA



IMAGE SOURCE: FHRA



IMAGE SOURCE: FHRA

## Rising Tech City

A thriving tech area, featuring nearly 30 tech companies within a half-square mile radius, resulting in Fort Ben and the City of Lawrence being honored by Techpoint as a 2019 ‘Rising Tech City’ Finalist. The Post Office Suites project will feature 100+ add’l micro-businesses and startups.

**Unique Dining +Recreational Amenities** Many dining options are located within adapted mule barns, blacksmith shops, and former barracks. Also home to a 1,700-acre state park, #1 Golf Course in the Country by Golf Advisor, a historic military theater, and a 12,000+ member YMCA.

## Homes by David Weekely

The Residences at Lawrence Village at the Fort is now in Phase 3. This is a master-planned community featuring 143 single-family homes by David Weekely.

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# OPPORTUNITIES

## Lawrence Village Parcel Map

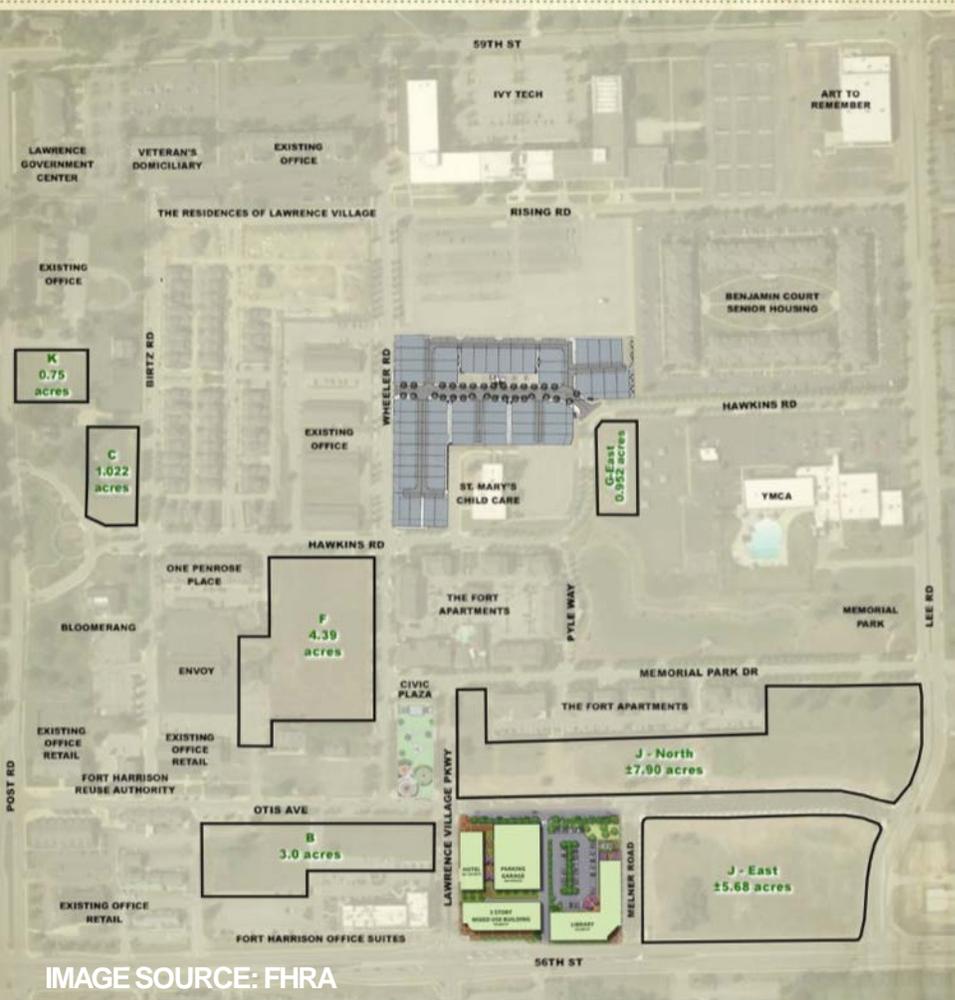


IMAGE SOURCE: FHRA

## Lawrence Village Development at Fort Ben

Lawrence Village has seen an influx of new investment, with 250 new luxury apartments, a new 98-room Hilton Tru Hotel, a new Indianapolis Public Library branch, public parking garage, a 3-story mixed-use building, and sit-down restaurants planned 2020-21.

## Approximately 20 shovel-ready acres are available:

- Parcel J-East is available for high density retail and office
- Parcel F is available for high density office/mixed use
- Parcels B, C and K are available for medium density office/housing

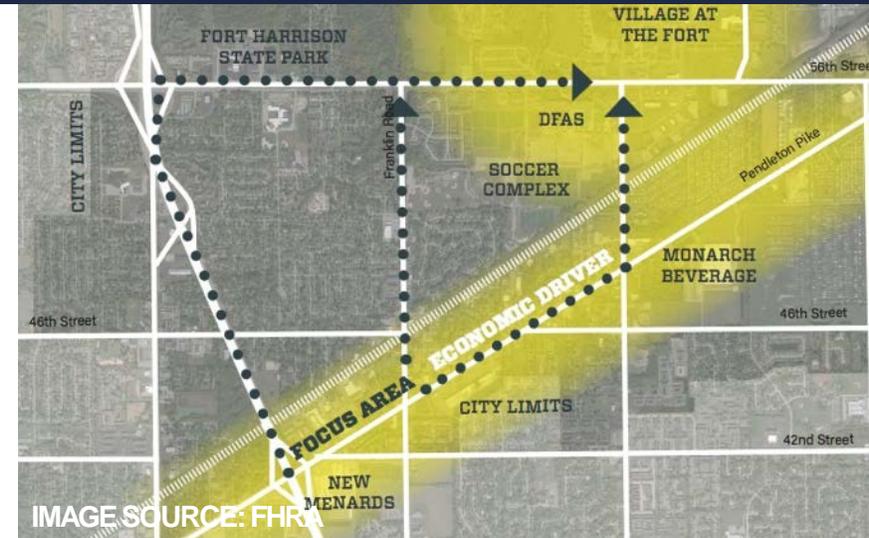


IMAGE SOURCE: FHRA

## Trades District

This corridor is prominently featured at the interchange of Pendleton Pike and Interstate 465 and targeted for investment. The City has acquired and cleaned four parcels at Pendleton Pike and Sellers Street which represents a 3.5-acre site. In addition, there are several other development opportunities featured along the corridor with empty buildings and vacant parcels.

LAWRENCE:

# COMMUNITY CONTACTS & RESOURCES

## COMMUNITY & ECONOMIC DEVELOPMENT LEADERS



[lawrencecdc.wordpress.com](http://lawrencecdc.wordpress.com)



[Greaterlawrencechamber.org](http://Greaterlawrencechamber.org)



[fhra.org](http://fhra.org)



[Cityoflawrence.org](http://Cityoflawrence.org)

## COMMUNITY RESOURCES



Purple Line BRT Plan  
[indygo.net/purple-line/](http://indygo.net/purple-line/)



Trades District Plan  
[cityoflawrence.org/lawrence-trades-district-development-plan](http://cityoflawrence.org/lawrence-trades-district-development-plan)



Lawrence Village PUD and  
Master Plan  
[bit.ly/lawrencevillagePUD](http://bit.ly/lawrencevillagePUD)

# OUR RESPONSE TO COVID-19

An online informational and connections platform for small businesses affected by COVID-19.

Indy Chamber Rapid Response | x +

response.indychamber.com

Apps New folder Outlook Web App Bookmarks

INDY CHAMBER | IRAPID RESPONSE HUB

HOME UPDATES JOBS FAQ ASK

## Small business isn't small to us.

It's difficult to predict the economic impact of COVID-19 Coronavirus, but current precautionary restrictions will **disproportionately** affect small business. Below we've gathered information on available resources and answers to frequently asked questions.

[READ THE FAQs](#) [ASK A QUESTION](#)



# RAPID RESPONSE BUSINESS LOANS



## LOAN DETAILS

- ü \$1,000 to \$25,000
- ü 3.75% interest rate
- ü Available for start-ups or existing businesses in Marion County
- ü No minimum credit score required
- ü ITIN accepted in place of SSN (making loans available to immigrant entrepreneurs)
- ü Available for short-term working capital

## AFFORDABLE

A BOI loan is one of the most affordable financing options, mirrors the SBA disaster loan rates.

## FLEXIBLE

Flexible use of funds for short-term working capital. No prepayment penalty, no minimum credit score, and no collateral minimums.

## SUPPORTIVE

Connecting loan clients to business coaching and additional information through Rapid Response Hub.

# THANKYOU

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**VINCENT ASH**

**Sr. Project Manager, Develop Indy**

**[vash@indychamber.com](mailto:vash@indychamber.com) 317.464.2257**



Jon Berg  
IndyEast  
Promise Zone



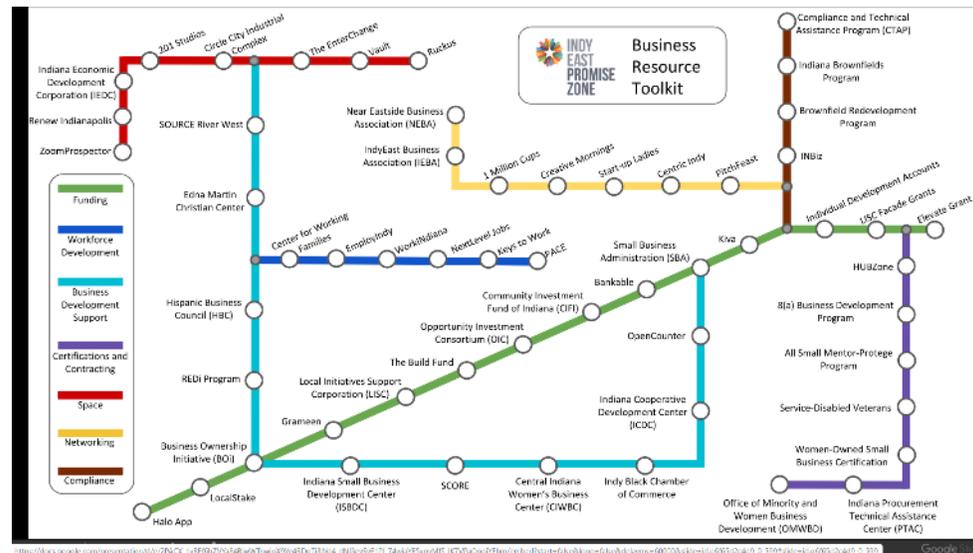
**INDY  
EAST  
PROMISE  
ZONE**

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# COVID-19 RESPONSE

- Adapting to serving neighbors in new ways – Community Centers are OPEN but we are connecting with our neighbors through the use of technology
- Outreach to partners
- Communications about resources
- Monitoring new and existing federal programs



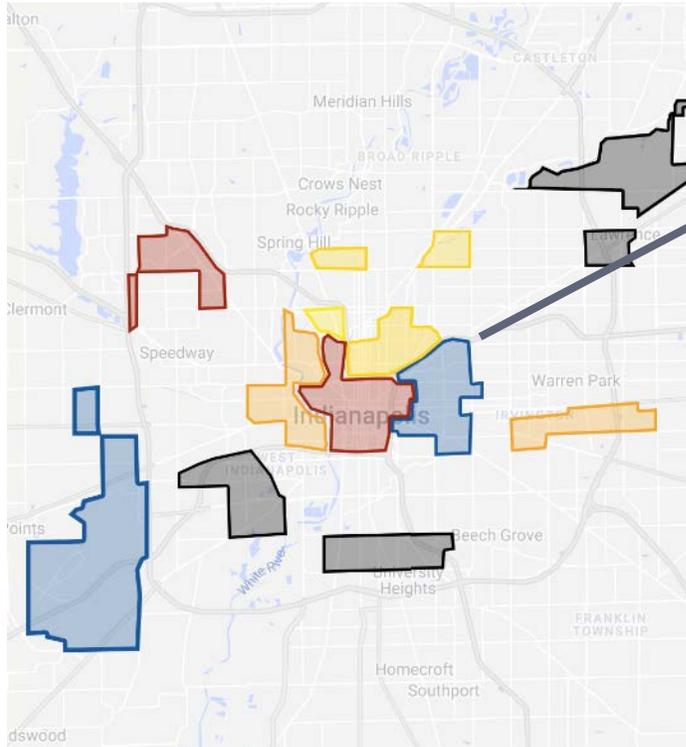
# Promise Zones vs Opportunity Zones

- Technical Expertise
- Program Funding
- Capacity Enhancement

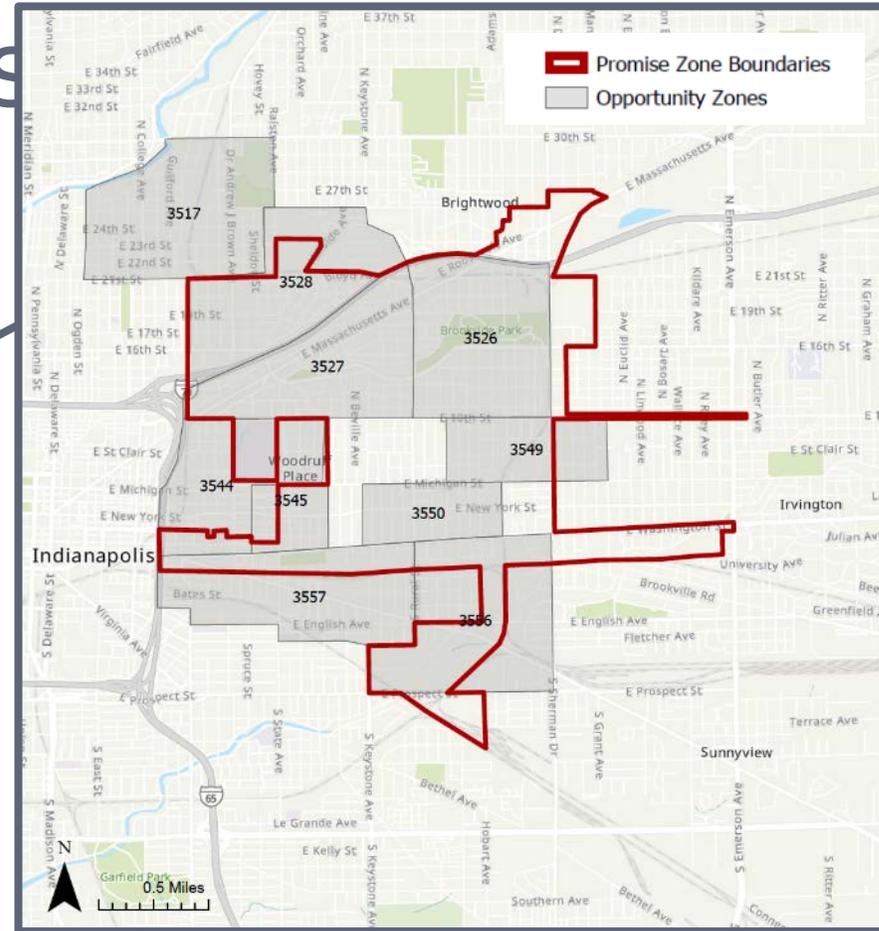
	Federal Inputs	Local Outcomes	Sustained Impact
<b>Promise Zones</b> 	Competitive Preference <span style="color: green;">●</span> Technical Assistance <span style="color: blue;">●</span> Federal Navigation <span style="color: blue;">●</span> Philanthropic Connections <span style="color: green;">●</span> AmeriCorps VISTAs <span style="color: red;">●</span>	Local partnerships , shared strategy, common goals.  Improved outcomes related to public safety, housing, education, health, workforce participation, and economic activity.	Local capacity to sustain neighborhood recovery and respond to adverse events or conditions
<b>Opportunity Zones</b> 	Tax Incentives to encourage Private investment <span style="color: green;">●</span> Competitive Preference <span style="color: green;">●</span>		Economic recovery of distressed or underachieving geographies.



# INDIANAPOLIS OPPORTUNITY ZONES



Indianapolis Metropolitan Area and OZ Districts



IndyEast Promise Zone (IEPZ) and IndyEast Opportunity Zones (IEOZ) overlap

# INDYEAST STRATEGY

- Implement **innovative infrastructure** including public gathering spaces, dedicated trail systems and streetscape improvements to attract a strong consumer base and utilize placemaking practices as a catalyst for business development.
- Provide comprehensive **commercial district development** resources and incentives targeting new and existing neighborhood-serving businesses, commercial property owners, and neighborhood-commercial developers.
- Strategically target neighborhood-centered commercial redevelopment nodes to implement **Arts-Based Community Development** initiatives as an economic catalyst for commercial development, entrepreneurship and creative programming.
- **Reduce serious and violent crime** through community policing and focused activities to address mental health and recidivism.



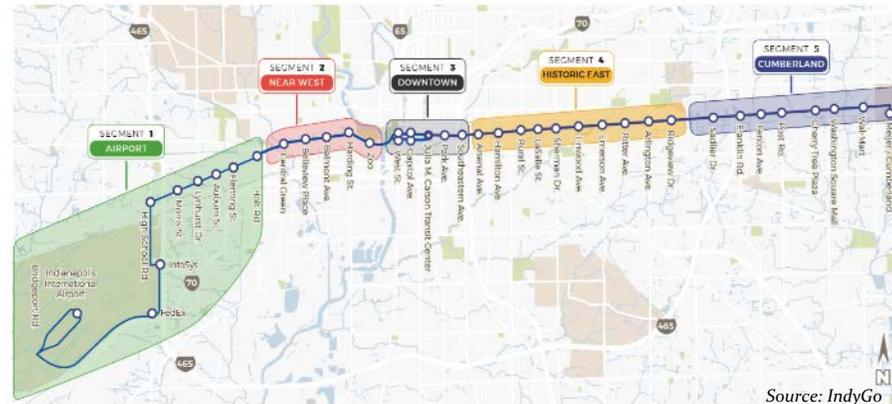
# CATALYTIC INVESTMENT: BLUE LINE/EAST WASHINGTON

## THE ASSETS:

- Currently the path of Route 8, one of the busiest bus routes in the city
- 24 mile Bus Rapid Transit (BRT) Line will soon bisect the city horizontally and increase foot traffic along the Washington Street Corridor
- All Rapid Transit Lines to be completed by 2023

## THE OPPORTUNITIES:

- Variety of parcels zoned for Restricted Industrial, Light Industrial, and Medium Industrial Urban use



# CATALYTIC INVESTMENT: 10 EAST ARTS DISTRICT



## THE ASSETS:

- \$4.3 million grant awarded to the John Boner Neighborhood Centers to create an arts district including commercial and residential developments
- The Inspire 10th Street LLC owns many vacant buildings and parcels in this district that will serve to expand the future capacity of the district
- Local business association ensures continued vitality of 10th Street Corridor

## THE OPPORTUNITIES:

- Partner with JBNC in development of arts district, including the redevelopment of The Rivoli
- Availability of many vacant buildings in and around the district that can be developed



# ADDITIONAL PROSPECTUS ELEMENTS

Land Development Scenarios

Deal flow

Establish a Point of contact

Pair with federal funding



# KEY DEVELOPMENTS (Federal Grants)

- White House Opportunity and Revitalization Council
- Over 200 completed Actions-[opportunityzones.hud.gov](https://opportunityzones.hud.gov)
- Key in aligning opportunities with community defined goals
- Helpful in forecasting
- Simple process for identifying OZ designated tracts served



# FEDERAL ACTIONS/LINKS

- [Grant Opportunities](https://opportunityzones.hud.gov/resources)  
<https://opportunityzones.hud.gov/resources>
- EDA OZ website <https://www.eda.gov/opportunity-zones/>
- <https://www.grants.gov/web/grants/search-grants.html> (OZ Preference flag part of March refresh)
- OZ tool <http://www.statsamerica.org/opportunity/map.aspx>
- Treasury Regs <https://home.treasury.gov/news/press-releases/sm864>



# Thank You!

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(317) 808-2350

[www.indyeast.org](http://www.indyeast.org)





Emily Scott  
LISC  
Indianapolis

# LISC INDIANAPOLIS

**DEVELOPMENT ON TAP**



## LISC-Kiva Crowdfunded Microloans

LISC and Kiva are partnering together to expand financial opportunities for Indianapolis entrepreneurs and small business impacted by COVID-19. Through Kiva, an online loan crowdfunding platform, small businesses can access 0% interest loans of up to \$15,000. New borrowers may access a grace period of up to 6 months for greater financial flexibility during this time. Kiva loans are crowdfunded by people around the world who lend as little as \$25 to support small businesses. With a Kiva loan, borrowers can keep their doors open and pay employees and purchase inventory for when business resumes. Kiva empowers current customers and the local community to support small business.

### LISC Indianapolis Kiva Fund

**\$75,000 dedicated loan matching fund** that matches loans from the crowd dollar for dollar to the borrower to help them meet their loan goal faster

**Local Kiva Trustees that can endorse borrowers:**  
Indy Chamber Business Ownership Initiative, Edna Martin Christian Center Microenterprise Program

**Local Kiva Hub for technical assistance:** Bankable.

**Since 2015, LISC and Kiva have partnered to help over 260 small businesses access over \$1.6 million nationwide**

# Kiva US Small Business Loans

0% Interest, No Fees

In response to the COVID-19 pandemic, Kiva US is offering small business applicants:

- Expanded loan sizes, now up to \$15,000
- Grace periods between 1-6 months



\$1,000 - \$3,000

\$3,500 - \$6,000

\$6,500 - \$10,000

\$15,000

**Private Fundraising**

5-15 lenders

**Private Fundraising**

10-20 lenders

**Private Fundraising**

15-25 lenders

**Private Fundraising**

30-40 lenders

**Term**

12-18 months

**Term**

24 months

**Term**

36 months

**Term**

36 months

A borrower's starting loan range will be determined by:

- Debt to income ratio - amount of monthly income that goes towards paying off monthly debt
- Proof of separate bank accounts for business and personal finances
- Government-issued business proof (local, state, or federal)

• Apply: [kiva.org/borrow](https://kiva.org/borrow) • For help: [kivaushub.org/application](https://kivaushub.org/application) • Reach out: [borrowers@kiva.org](mailto:borrowers@kiva.org)



LISC.ORG

## Verizon and LISC Fire Up \$2.5 Million Small Business COVID-19 Recovery Fund | Local Initiatives Support Corporation

*“Pay it Forward Live will give all Americans an opportunity to help their favorite small businesses survive this unprecedented hardship.”*

— Hans Vestberg, Verizon Chairman & CEO

LISC will use the Verizon funding to provide grants of up to \$10,000 to businesses facing immediate financial pressure because of COVID-19— especially entrepreneurs of color, women-owned businesses and other enterprises in historically underserved communities who don’t have access to flexible, affordable capital throughout the country.

Applications will be live in the coming weeks. Recipients will be selected on a lottery basis.

PLEASE USE  
CHAT BOX FOR  
Q & A

**DEVELOPMENT ON TAP**

**LISC**  
**INDIANAPOLIS**

