

ABOUT ENTERPRISE

Enterprise provides investment capital and technical expertise to create decent, affordable homes and revitalize communities. For 25 years, Enterprise has helped produce neighborhood solutions through public-private partnerships with financial institutions, governments, community organizations and developers that share and inform our vision.

Since 1982, Enterprise has touched one million lives and thousands of communities. With more than \$9 billion raised in equity, grants and loans, Enterprise has created 240,000 affordable homes. Currently, Enterprise invests in communities across the United States at a rate of \$1 billion a year.

ENTERPRISE IN THE BALTIMORE AREA

Since 1986, Enterprise has revitalized communities through a combination of financial investment, development, technical assistance and program initiatives in Baltimore. Our model starts with homes, then builds partnerships, connects schools and makes it last through policy initiatives.

To date, Enterprise has invested \$650 million in Baltimore to:

- Produce 13,000 affordable, workforce and market-rate homes, including Heritage Crossing, the award-winning redevelopment of a former public housing project
- Provide more than \$40 million in capacity-building grants, technical assistance and training to community builders
- Introduce a cutting-edge education initiative that resulted in significant gains in standardized tests, a summer learning institute, community resource centers, a girls' mentoring program and a school-readiness program for pre-K children and their parents
- Lead the Maryland Re-Entry Partnership (REP) initiative for formerly incarcerated individuals returning to Baltimore's neighborhoods from 2001-2006

From 2009 to 2013, in the Baltimore area, Enterprise will:

- Preserve or create 5,000 quality affordable homes
- Complete implementation of the education initiative in Sandtown-Winchester and expand to additional schools in targeted communities
- Partner with the local public school system to introduce successful, school-based community resource center programs throughout the city
- Contribute to building an effective and sustainable local community development system through new large-scale capital tools, alignment of resources with public and private partners, and annual grant investment of \$500,000 to \$800,000 to expand nonprofit developer impact
- Raise the awareness of public/private investment partners and successful community development models
- Promote sustainable green building practices based on the Enterprise Green Communities® initiative



HIPPY TRANSFORMS PARENTS INTO TEACHERS

Sandra Smith has lived in the West Baltimore neighborhood of Sandtown-Winchester all her life. In 1991, due to family hardships, she adopted her sister's four children. Through the Enterprise Home Instruction for Parents of Preschool Youngsters (HIPPY) program, Sandra was able to give the children a head start in school. HIPPY instructors work with parents in their homes, helping them to be their kids' first teachers. All four children are reading above grade level and take great pride in their academic accomplishments.

"Enterprise's pre-school program helped my children enter kindergarten ready to learn. It taught them discipline and gave them an early sense of pride in their academic accomplishments."

— Sandra Smith

Motivated by her children's progress, Sandra also worked for the HIPPY program, which has touched the lives of more than 700 Baltimore families. Today, Sandra has her own small business.

ENTERPRISE INITIATIVES

Nationally, Enterprise brings together major resources to address critical needs in communities. Our investment in America's cities and neighborhoods continues to grow through innovative programs, products and services.

Green Communities®: To date, Green Communities has provided more than \$570 million in grants, loans and equity to build 13,500 sustainable, energy-efficient, healthy affordable homes in 300 communities nationwide.

Supportive Housing: Focusing on resident success in housing, Enterprise works with cities across the country to end chronic homelessness, expand and strengthen supportive housing for people with special needs and develops best practices in the design and delivery of resident services, including helping residents complete their education, obtain better jobs and achieve financial independence.

Preservation: Through preservation, affordable housing remains a vital component of revitalizing communities through a variety of tools, including HUD Section 202 refinancing, Year 15 disposition strategies and innovative public-private partnerships.

PRODUCTS AND SERVICES

- Predevelopment and Acquisition Lending
- Housing Development
- Permanent Financing
- Low-Income Housing Tax Credit Equity
- New Markets Tax Credit Equity
- Capital Markets and Investment Management
- Asset Management
- Public Policy
- Technical Assistance

NEW SHILOH VILLAGE SENIOR LIVING



New Shiloh Village Senior Living created 80 units of quality, affordable rental housing for seniors who earn between 30 to 60 percent of area median income. Located in West Baltimore and opened in 2007, the four-story building consists of 65 one-bedroom and 15 two-bedroom units. The scale, placement and appearance of the building minimize traffic impact and allow seniors easy access to amenities. The senior building is part of the larger New Shiloh Village redevelopment, which includes a sanctuary, a day care center, a multipurpose building and a Head Start center. New Shiloh is the first senior building in Baltimore to comply with the Enterprise Green Communities Criteria.

New Shiloh partners include Enterprise, New Shiloh Baptist Church, New Shiloh Community Development Corporation and Unity Properties, Inc./ Bon Secours Baltimore Health System.

COVE POINT COMMUNITY

The Cove Point Community addresses the critical affordable housing shortage for seniors in Baltimore County, Md. The multistory, new construction development completed in 2007 provides 147 affordable, high-quality apartment homes with superior tenant services specifically designed to enhance independent living. Longtime retirees who wish to remain in their communities, close to family, churches and health services, now have age-appropriate housing options that were formerly unavailable to them. The 12-acre property was located on an isolated stretch of land and bordered by train tracks and highways.

Enterprise Homes transformed the challenging site, creating the area's first new development in 20 years.



Cove Point Apartments partners include Enterprise and JJ Clarke Enterprises.

FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

Kelly Cartales
Senior Vice President, Mid-Atlantic Director
Enterprise Community Partners
410.230.2280
kcartales@enterprisecommunity.org

Chickie Grayson
President and Chief Executive Officer
Enterprise Homes, Inc.
410.332.7400
cgrayson@enterprisehomes.com

Kenneth Crawford
Vice President, Tax Credit Syndication
Enterprise Community Investment
410.772.2675
kcrawford@enterprisecommunity.com

Joe Wesolowski
Senior Vice President, Structured Finance
Enterprise Community Investment
410.772.2512
jwesolowski@enterprisecommunity.com

C. Lamar Seats
Senior Vice President,
Multifamily Mortgage Finance
Enterprise Community Investment
410.772.6019
lseats@enterprisecommunity.com