More than a Home: Investing Together to Create Opportunity

Enterprise Community Loan Fund
Social Return on Investment Webinar
December 7, 2017
Agenda

• Enterprise Community Loan Fund & Our Impact Note

• **Our Region, Your Investment**
  • Investing local for the Washington, D.C. region

• **Measuring the Impact**: Preserving Affordable Homes in Communities of Opportunity

• Exciting Announcement!

• Q&A
Enterprise Community Loan Fund

• National non-profit lender; invested $1.6 billion in real estate that strengthens neighborhoods
  • Homes, schools, health centers, grocery stores and more

• U.S. Treasury Certified Community Development Financial Institution (CDFI)

• Meeting the financing needs of underserved communities for 30 years.
Enterprise Community Loan Fund

$630.5 MILLION INVESTED IN THE LAST 5 YEARS

**Homes**
- 19K Homes created and preserved for low-income people
- 35K Jobs created through development
- $59.4M Saved by residents on rent each year

**Education**
- 10 Schools created or renovated
- 6K Students received quality education through
  - 2 Head Start programs
  - 7 schools
  - 1 health care college

**Health Care**
- 10 Clinics for health care created or expanded
- 85K+ more patients served through new health facility space
- $100M+ in health care system savings through utilization of community health services

**Community**
- 27 Hubs for communities, businesses and the arts
- 4 Grocery stores created or expanded
- 6 Incubators for entrepreneurship, co-working and small businesses
- 6 Centers for local arts and nonprofits
Beyond Investing: The Arc of Impact

- Lever 10X impact: public policy, share best practices, replicate successful models
- Measure & report on impact; pivot, iterate, scale
- Engage investors to fund innovative projects & ideas
- Work with communities throughout nation to develop solutions
Enterprise Community Impact Note

- Investors leverage our community investing expertise
- Launched 2010: Nearly $80 million raised, 400 investments
- Fixed-income, private debt
- 1 - 10 years, 0.85% - 3.5%
- Third-party guarantee, no fees
- Retail, accredited, institutions
- Minimum: $5,000
Our Region, Your Investment

• Launched in 2016 with the Washington Regional Association of Grantmakers

• Address housing crisis in the Washington, D.C. region

• 24 investments
  9 individuals
  10 foundations
  2 banks
  3 nonprofits
# Our Region, Your Investment

## Local Investment Leads to Results

<table>
<thead>
<tr>
<th>RAISED</th>
<th>LEVERAGED</th>
<th>SUPPORTED</th>
<th>SAVED AND IMPROVED</th>
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<tbody>
<tr>
<td>$12M</td>
<td>$20.9M</td>
<td>$266.4M</td>
<td>488 Homes in Five Affordable Housing Properties</td>
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Local Investments through *Our Region, Your Investment* Financing from Loan Fund Total Development Costs

## The impacts of these investments include...

<table>
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<th>Amount</th>
<th>Impact</th>
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<tr>
<td>$3,070</td>
<td>Saved per household on rent each year, on average</td>
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<tr>
<td>$15.7M</td>
<td>Annual government revenue and local economic activity generated through construction</td>
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<tr>
<td>630</td>
<td>Construction jobs created through the rehabilitation of homes</td>
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“It is very important to keep affordable housing not only in Arlington but everywhere. You have people who cannot afford to live [in a community] but they are contributing to society, to that community. Without affordable housing, all of these things [that they do] could just drop away…”

-Lee, Resident
Understanding the Impact of Clarendon Court

• 103 affordable homes in the opportunity-rich community of Arlington, Virginia.

• Our Region, Your Investment provided a $1.5 million predevelopment loan for the project

• This case study relies on:
  • Primary data
    • Resident surveys
    • Resident interviews
    • Stakeholder Interviews
  • Secondary data
    • Opportunity360
    • Arlington County data
A Community of Opportunity

• Residents benefit from stable and affordable housing in a community that offers access to good schools, public transit, parks and other important resources and amenities.

• Resident benefits include:
Opportunity360 defines opportunity as a set of circumstances, or pathways, that make it possible for people to achieve their goals no matter the point at which they start.

These pathways lead to a set of opportunity outcomes.

Considering these opportunity outcomes helps us better understand the level of opportunity within a specific geography.
Arlington: A Community of Robust Opportunity

- Diverse and well-educated population
  - 70% of residents have at least a bachelor’s degree
  - 33% of residents are foreign-born

- Access to a robust economy and employment hubs in Arlington and across the D.C. region
  - 2.6% unemployment rate

- Community assets and resources
  - Arlington Public Schools
  - Public library
  - Stores, banks and other neighborhood services
Despite strong county efforts, Arlington had a shortage of almost 7,000 affordable homes in 2015.
Preserving Affordability As Prices Rise

1940s: original construction

1993: rehabilitation and new units added with the help of financing from Arlington County & the Low Income Housing Tax Credit

2016: sale of property to McCormick Baron Salazar

Today: green renovations underway and affordability preserved thanks, in part, to Our Region, Your Investment

Enterprise®
Clarendon Court Today

• 103 homes affordable to households making 60 percent of area median income or less ($66,180 for a family of 4)

• Of residents surveyed:
  • 96% feel safe in their neighborhood
  • 69% feel connected to their neighbors and the surrounding community
  • 67% believe they would not be able to live in Arlington without Clarendon Court
Mobility
Residents feel they can more easily access basic goods and services since moving to Clarendon Court. Local resources include:

- Community based health and educational opportunities
- 60,500 jobs in a 45 minute public transit commute
- Local healthy food options
- 14 public transit routes
Residents Report Improved Access to Important Amenities

- Parks, Playgrounds, Green Spaces: 80%
- Good Schools: 80%
- Public Libraries and Community Centers: 80%
- Medical Care: 60%
- Work: 90%
Supporting Economic Security Through Affordable Rents

- Without affordable housing, families can struggle to afford rent

- Clarendon Court residents spend no more than 30% of their income on rent

- Affordable rents enable households to save an average of $5,400 on rent each year
When a single parent of two working as a Licensed Practical Nurse moves into affordable housing in Arlington, the $6,500 saved on rent each year would be enough to pay for...

16 months of public transit use for the whole family

2 years of extended-day after-school programs for two children

35 credits toward a Registered Nurse degree at Northern Virginia Community College
Meet Jaime
Education
Quality Public Schools Set Students up for Success

• 36 children living at Clarendon Court attended Arlington Public Schools (APS) in 2016.

• Every Clarendon Court resident surveyed who had children attending APS stated that they were satisfied or very satisfied with the schools their children attend.

• Educational Options:
  • Montessori
  • Language immersion
  • Expeditionary learning
  • Career and Technical education
Quality Public Schools Set Students up for Success

- Graduation Rates (Class of 2016)
- Graduates Pursuing Higher Education (Class of 2014)
- Students Scoring Proficient or Better in Algebra (2016–2017)
- 8th Graders Scoring Proficient or Better in Writing (2016–2017)
Meet Lee
Lifelong Learning Made Easy

• Adults with a high school diploma can make at least $400,000 more over their career than those who do not graduate. An associate’s degree adds another $180,000 to that total.

• Many educational and career training options available near Clarendon Court
  
  • Arlington Public Schools
    • Arlington Community High School
    • English classes
    • Arlington Community Learning
  
  • Arlington Employment Center
  
  • Northern Virginia Community College
Bringing it together: Meet MD
**Clarendon Court: Key Success Factors**

- *Our Region, Your Investment* provided critical early stage financing, allowing community members and organizations to invest in their community.

- The County’s innovative *Right of First Offer* proved essential in ensuring the continued affordability of the property following its sale.

- *Committed partners and community members* understood the value of preserving the property as affordable.
Our Region, Your Investment Deals

- Fort Stevens Place
  59 Homes - Washington, D.C.

- Clarendon Court
  103 Homes - Arlington, VA

- Sun Crest Heights Apartments
  44 Homes - Capitol Heights, MD

- Brookland Place Apartments
  80 Homes - Washington, D.C.

- Scattered Site Preservation
  202 Homes - Washington, D.C.

488 Affordable Homes
We are pleased to announce the next project receiving funds through *Our Region, Your Investment*: 

- **Project**: Gilliam Place  
- **Location**: Arlington, VA  
- **Loan Amount**: $750,000  
- **Partner**: Arlington Partnership for Affordable Housing  

- 173 new homes for households earning 40-60% of AMI, or $66,180 for a family of four.
Questions?

@EnterpriseNow | @E_LoanFund

Our Region, Your Investment

Impact Note

More than a Home: Investing Together to Create Opportunity

Rachel Reilly Carroll
Associate Director, Impact Investing
RRCarroll@EnterpriseCommunity.org