

ENTERPRISE ADVISORS

Mission, Experience and Expertise

Economic Development Services

Enterprise Advisors helps communities develop and implement economic development (ED) initiatives that expand economic opportunities for local residents, foster small business development and create strong communities. We work with local governments and other intermediary organizations to facilitate effective ED programs that maximize the impact of public resources and leverage private capital.

Our services include:

- Developing data-driven ED plans and strategies
- Designing and implementing ED programs and related delivery systems
- Assessing project feasibility and conformance to underwriting criteria
- Aligning short-term strategies and resources with broader planning efforts
- Developing project management protocols
- Project financing and leveraging, including developing Section 108 applications
- Assisting local government to engage key local partners (e.g., CDFIs, CBDOs)
- Analyzing loan portfolios, including Section 108 loans, and developing workout strategies



How We Do Our Work

We understand the challenges in administering ED programs, such as ensuring that funded programs result in tangible outcomes, that project finances are properly structured, and that programs align with and leverage other community development opportunities. We work collaboratively with our clients and the communities they serve and tailor our services to the unique needs of each place. This tailored approach is the key to our success.

Specifically, the Enterprise Advisors approach offers:

Data-Driven Programs – We use a data-driven approach to assist local governments to assess needs, develop ED strategies and align long-term and short-term plans with program designs.

Identifying Gaps in Systems – We establish a baseline by inventorying various ED intermediaries and identifying any capacity or targeting gaps that exist in the delivery system.

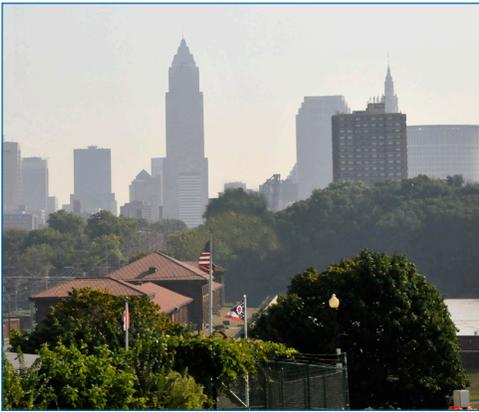
Pursuing all Funding Sources, including Section 108 – We work with local governments to pursue all available funding opportunities, including Section 108 financing, to support strategies and program implementation.

Targeted and Sustainable Program Design – We build public and private partnerships to develop sustainable ED programs that target local, state and federal resources effectively. Programs may include: microenterprise/small business, commercial/industrial rehabilitation, revolving loan, infrastructure or job training programs.

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Where We've Worked

- Newark, N.J.
- Detroit
- Houston
- Los Angeles



What Our Clients Have Achieved

We help communities integrate ED programs that support holistic community goals and objectives. Enterprise's services help cities identify and then achieve specific outcomes tailored to their goals and objectives. These outcomes include, but are not limited to:

- Securing financing
- Increasing the number of loans in a portfolio
- Improving loan portfolio performance
- Business creation
- Job creation
- Housing development
- Unemployment reduction
- Business activity
- Worker training

At Enterprise, we believe opportunity starts with a safe, healthy affordable place to call home, and grows with access to good schools, jobs, transit and health care. To achieve this goal, Enterprise Advisors provides technical assistance (TA) and consulting services to state and local governments and their partners. Our mission-driven consulting services focus on fostering innovation in housing and community development program design, finance, operations, strategic planning and implementation planning to create thriving, sustainable communities.

Contact us:

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