

**WE ARE IN
THE ZONES**

Opportunity Zones

Opportunity Zones promise to drive billions—even trillions—of dollars in long-term investment into under-resourced urban and rural Census tracts across the country. The unprecedented program, part of the 2017 Tax Cuts and Jobs Act, offers a federal tax incentive on capital gains to investors who are committed to social impact and want to make a difference in communities.

But it's going to take the right kind of management, oversight and partnerships to ensure that projects in Opportunity Zones truly achieve that double bottom line: fueling local economies in targeted neighborhoods and benefiting the people who live and work there—and at the same time providing a strong return to investors.

Equitable development

Part of our mission as an organization is to direct capital to places where access has been closed off, and manage development in a way that benefits residents, businesses and institutions rooted in those communities. Our time-tested relationships with local leaders and community groups make us uniquely suited to guide investors in the Opportunity Zones.

How we do it

- Our policy experts are encouraging the Treasury Department and IRS to move quickly on issue guidance and regulations that will provide investors and Opportunity Funds with clarity, and insure that the legislative intent of Opportunity Zones is being met.
- We have testified before Congress to stress the priorities of community needs and equitable development as the tax law is implemented.
- We are engaging with community stakeholders (mayors, county executives and other local leaders) to determine how Opportunity Zone designations line up with local community development goals and begin identifying projects that will benefit from Opportunity Fund investments.
- We advocate for states and municipalities to create new programs or use existing ones that will insure equitable and inclusive economic growth and protect people from displacement as investment unfolds in the Opportunity Zones

We've invested \$2.3 billion in areas designated as Opportunity Zones

Affiliates

For our Opportunity Zones work, we'll be harnessing the full force of our tax credit expertise through our affiliates National Equity Fund and New Markets Support Corporation.



National Equity Fund (NEF)

Our affiliate the National Equity Fund (NEF), is a respected national leader in the affordable housing arena, and has syndicated \$14 billion in Low Income Housing Tax Credits over the past three decades. NEF's investments have created nearly 2,600 quality affordable housing developments which, in turn, revitalize communities and strengthen local economies.



New Markets Support Company (NMSC)

The New Markets Support Company (NMSC) has 15 years of experience helping investors and developers use New Markets Tax Credits to drive economic development projects and the creation of community facilities in under-invested places. NMSC increases access to capital by tailoring its products and services to meet the needs of our clients and partners.

Why work with us?

- We have 40 years of experience and flourishing partnerships in Opportunity Zone markets across the country. In fact, 924 Opportunity Zones are in LISC's footprint, where we've made some 861 investments.
- We're a national leader in utilizing federal tax incentive programs, with two affiliates specializing in Low Income Housing Tax Credits and New Markets Tax Credits.
- Our financial strength is proven: LISC has a 'AA' rating from S&P.
- We are leaders in social impact investing. In fact, we've been doing it for four decades, in all 50 States in both urban areas and hundreds of rural counties.
- We have unique financing expertise and know how to put together complex capital stacks to get tough deals done.
- This is what we do: The Opportunity Zones incentive dovetails perfectly with our vision for business investment and infrastructure development.