

Equity²

1. the quality of being fair and impartial

“equity of treatment”

synonyms: fairness, fair-mindedness, justness, justice, equitableness, fair play

2. the value of the shares issued by a company

“she owns 62% of the group’s equity”; “the builder owns 25% of the equity in the property”

synonyms: value, worth, valuation; ownership, rights, proprietorship, right of possession

Investment Thesis: Real Estate

Catalytic, community-focused real estate projects



Mixed-use projects & mixed-income housing

Introduce workforce rate and affordable housing to existing projects



Homeownership

Patient capital to facilitate equity building among renters



Community-led projects

Street corner focus, neighborhood-centric, access to food, improved transportation hubs

Investment Strategy: Operating Businesses

Quality job development, community wealth creation, and asset building



Target small businesses poised for second stage growth

Invest in AltCap small business clients

Prioritize minority and women-owned businesses

Partnerships to provide TA and owner support



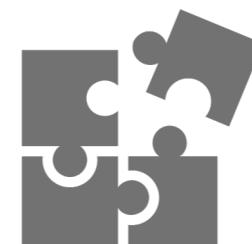
Target business owners interested in succession planning

ESOP conversions

Partnerships to provide TA to new management team

Equity² OZ Investment Services

- **Qualified Opportunity Zone Fund Management**
 - Investment due diligence
 - Marketing and investor relations
 - Standard QOF compliance and recordkeeping functions including: 90% testing, managing cash until invested, portfolio reporting to investors, periodic diligence to ensure OZ qualifications are met
- **Qualified Opportunity Zone Fund Administration**
 - Standard QOF compliance and recordkeeping functions
 - Private label option



State Support for OZs

- State grant programs
- Interactive OZ maps with other assets
- Support local communities

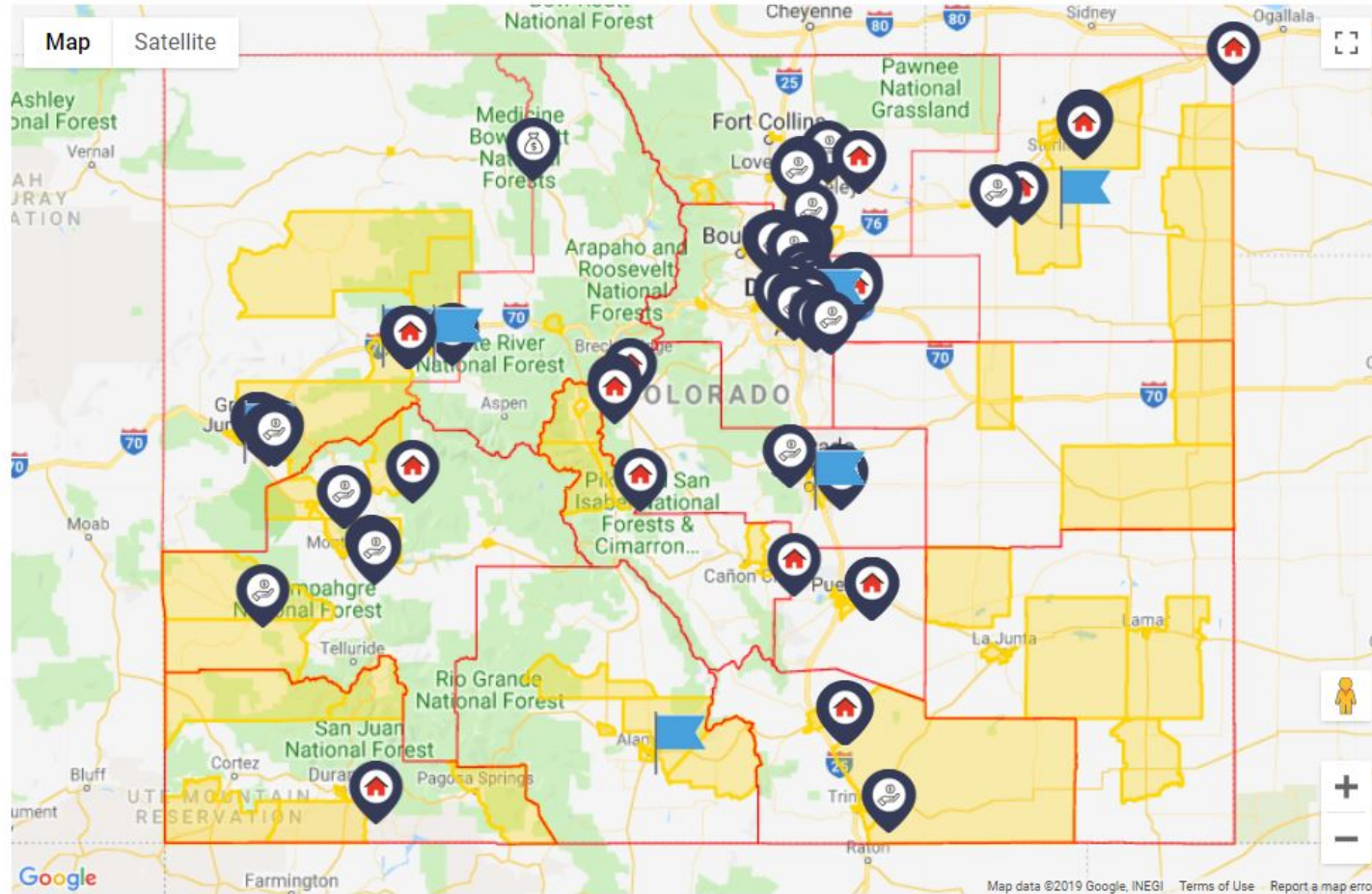
Welcome to Alabama's Opportunity Zone Portal

Opportunity Alabama (or OPAL) is a nonprofit initiative dedicated to connecting investors with investable assets in Alabama's Opportunity Zones. By using a data-driven approach, we bring investors, opportunities, communities and key institutional supporters together to generate real returns while improving economic vitality and quality of life.

[EXPLORE ALABAMA](#)



REAL ESTATE OPPORTUNITIES BUSINESSES SEEKING CAPITAL OPPORTUNITY FUND OPTIONS



 Opportunity Fund  Real Estate Opportunities  Businesses Seeking Capital  Opportunity Zone

Welcome to the California Opportunity Zone Portal

Opportunity Zones are a new tool for community development. Established in the Tax Cuts and Jobs Act of 2017, Opportunity Zones provide tax incentives for investment in designated census tracts. California Opportunity Zones will support new investments in environmental justice, sustainability, climate change, and affordable housing.



[About OZs](#)



[For Investors](#)



[For Communities](#)



[For Partners](#)

FEATURED

[Transformative
Climate Communities](#)

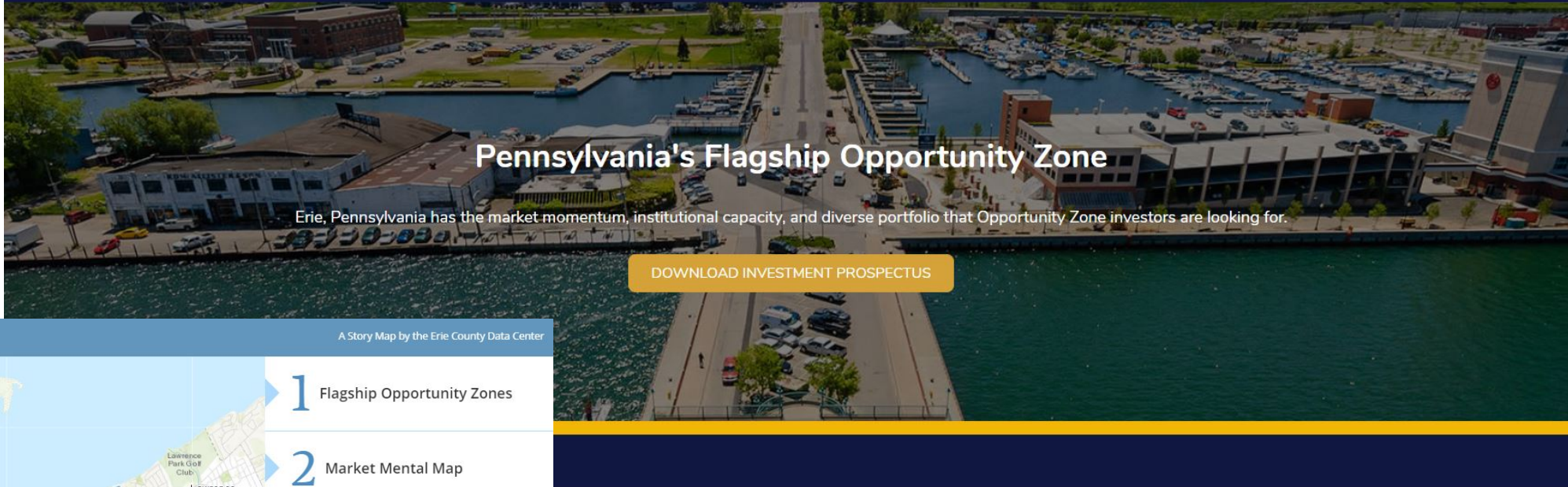
[Featured Community
Innovators](#)

[Featured California
Investment
Opportunities](#)

[Community
Opportunity Zone
Calendar](#)

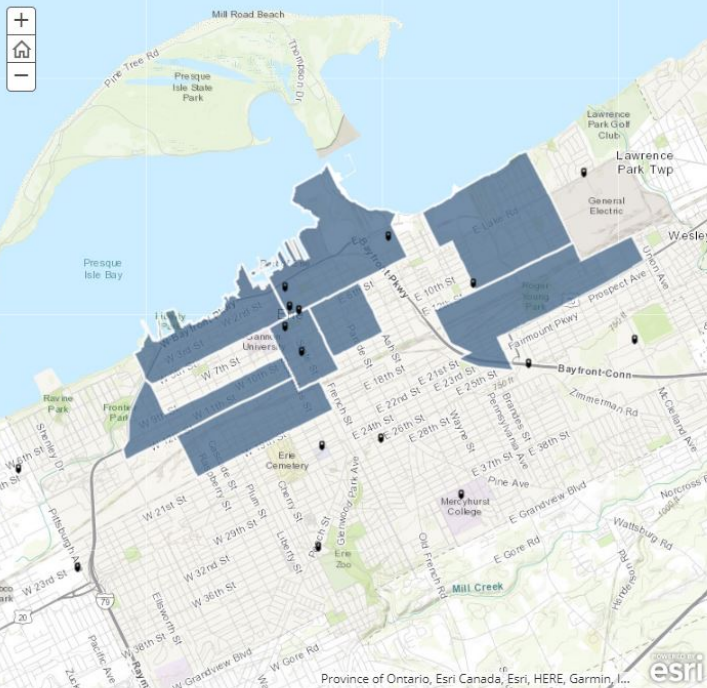
Local Government

- Opportunity Zone Prospectus
- Defined local vision for Opportunity Zones
- Identify opportunities for investment
- Organize investable opportunities
- Market investments regionally and beyond



Erie's Opportunity Zones

A Story Map by the Erie County Data Center



1 Flagship Opportunity Zones

2 Market Mental Map

3 Anchor Institutions

1. Erie Insurance
2. General Electric Company
3. UPMC Hamot
4. Saint Vincent Health Center
5. Wal-Mart Associates Inc. (3 locations)
6. Dr. Gertrude A Barber Center Inc. (2 locations)
7. Gannon University
8. Country Fair Inc. (Headquarters)
9. Presque Isle Downs Inc.
10. Regional Health Services Inc. (staffed variously)
11. Lord Corporation
12. Plastek Industries Inc.
13. Saint Vincent Med Ed & Research Inst.
14. Millcreek Community Hospital
15. YMCA of Greater Erie (3 locations)
16. Mercyhurst University
17. Infinity Resources Inc. (staffed variously)
18. Wegmans Food Markets Inc. (2 locations)
19. Erie Homes for Children and Adults

4 Project Portfolio

THE BIRMINGHAM INCLUSIVE GROWTH (BIG) PARTNERSHIP

AN INNOVATIVE PUBLIC-PRIVATE ENDEAVOR DESIGNED TO LEVERAGE OUR 24 ZONES, WITH TWIN GOALS TO (1) ENHANCE THE QUALITY OF LIFE OF OUR RESIDENTS AND (2) PRODUCE TANGIBLE RETURNS TO INVESTORS.

The BIG Partnership is focused on identifying and funding Opportunity Zone projects that offer goods and services needed by our community, such as housing, healthcare, food, education and transportation. It prioritizes projects that foster an equitable community, through job creation, financial inclusion and innovation.



PRIVATELY-LED

The linchpin of the partnership is the *Investment Board (IB)* and the Public Benefit Organization (PBO) that it will oversee. The PBO is privately managed and autonomous and its goal is to facilitate sponsorship of transformational Opportunity Zone projects. The IB is comprised of world-class business leaders who are deeply invested in Birmingham's growth and renewal.



CITY-INSPIRED

The City of Birmingham is uniquely positioned to convene key stakeholders and facilitate the relationships between the private, philanthropic, academic and civic sectors, as well as neighborhood leadership. Through a constellation of resources, the City also brings a competitive advantage to investors to accelerate projects.



COMMUNITY-FOCUSED

The *Community Investment Board (CIB)* promotes inclusive growth for all community residents. Made up of local civic leaders, this Board ensures that the community's needs and priorities are addressed, identifies projects, and safeguards our neighborhoods' cultural heritage by bringing resident voices to the table.

CURRENT INVESTMENT OPPORTUNITIES

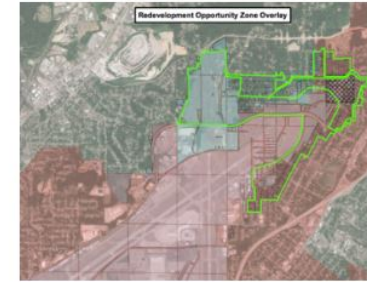
COME SEE WHAT WE'RE WORKING ON



NORTHSIDE PARK

ENTERTAINMENT DISTRICT
MIXED USE DEVELOPMENT

Vibrant, mixed-use development that combines residential, office, retail, entertainment, hotel and open space in the heart of the Entertainment District.



SHUTTLESWORTH AIRPORT

AIRPORT DISTRICT
RESIDENTIAL/COMMERCIAL

Located only five miles from downtown Birmingham, the Shuttlesworth International Airport is one of the only Southeastern airports in an Opportunity Zone. There are currently +400 acres of land ready to be developed.



THE FRANK NELSON BUILDING

DOWNTOWN DISTRICT
RESIDENTIAL/COMMERCIAL

The building is strategically located at the epicenter of the revitalized downtown, driven by tech job creation, multi-family & hotel developments and multiple entertainment venue.

Project Highlights



18th and Vine

In 2017, Kansas City was named by the UNESCO Creative Cities Network as the United States' only Creative City for music. 18th and Vine and the surrounding neighborhoods were critical to the development of jazz. Explore 11 real estate and business ideas ready for investment.

[Learn More](#)



The Offices at Overlook

After successfully attracting \$250 million in investment to the Brush Creek corridor, Community Builders of Kansas City is working to redevelop an underutilized strip mall site near the future Prospect MAX line. At full build-out, this 4 phase project could host up to 250,000 s.f. of office/commercial space.

[Learn More](#)



Businesses

Kansas City's burgeoning startup community could be instrumental to make opportunity zones more resilient. As these companies look to scale and attract capital, many will seek to relocate to opportunity zones to attract tax advantaged investment.

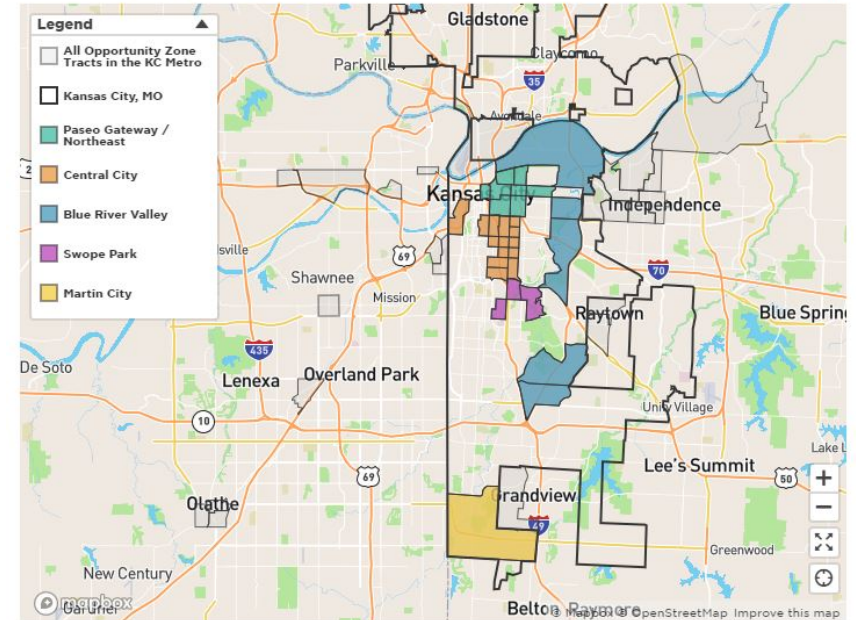
[Learn More](#)



WE GROW KC
OPPORTUNITY ZONES INVESTOR SUMMIT

Learn more about each Opportunity Zone cluster

Kansas City Opportunity Zones



31 of 32 opportunity zones are shown on this map. The Blue River Valley Cluster also includes an opportunity zone that is primarily in North Kansas City, MO, but also includes a portion of Kansas City, Missouri near the Downtown Airport and Harlem.