Catalyzing Opportunity for All
A LISC Presentation
Together with residents and partners, LISC forges resilient and inclusive communities of opportunity across America—great places to live, work, visit, do business and raise families.
Our Model

LISC is an investor, capacity builder, convener and innovator.

Pool Public and Private Dollars
We raise funds from philanthropies, corporations and financial firms, federal, state and local governments and through the capital markets.
We also generate income from consulting, and lending services.

Work With Local Partners
Through a network of local offices and community-based partners across the country, we provide grants, loans, equity and technical assistance.
We also lead advocacy efforts on local, regional and national policy.

Support People and Places
By investing in housing, businesses, jobs, schools, public spaces, safety, youth, health centers, grocery stores and more, we catalyze opportunities in communities nationwide.
Products & Services

LISC offers an array of financing, consulting services and project support across all of our programs areas.

**Investments**
Financial investments of grants, loans and equity for economic revitalization projects

**Services**
Management and strategic services for partners

**Policy & Programs**
Expertise in policy and program development and implementation
Since 1979

$20 Billion Invested

$60.4 Billion Leveraged

400,500 Homes
Affordable homes built and/or preserved including:
• Multifamily rental
• Supportive housing for special populations such as chronically homeless, LGBTQ, seniors and veterans
• Affordable homeownership
We also emphasize sustainability through green, healthy housing and transit oriented development.

67 Million Square Feet
Square feet of commercial, retail and community space, including:
• Early childhood centers
• Schools
• Fields/recreational spaces
• Healthcare centers
• Grocery stores
• Financial Opportunity Centers

$323 Million
Total Net Assets
• Net worth has increased 48% in the past 5 years
• Closed on more than $1.7 billion of debt transactions with NO defaults
• Raised $98 million in private grant funds in 2018

S&P ‘AA’ Rating
LISC is the first CDFI to tap the general obligation bond market, with a $100 million issuance in 2017

$20 Billion Invested
$60.4 Billion Leveraged
We have made investments in every state.
Our Reach

2,100 Partners
Our national network includes nonprofits, businesses and government agencies in both rural and metropolitan areas

3 National Affiliates
• National Equity Fund www.nefinc.org
• New Markets Support Company www.newmarkets.org
• immito www.immito.com

36 Locations
Atlanta, GA
Boston, MA
Buffalo, NY
Charlotte, NC
Chicago, IL
Cincinnati, OH
Denver, CO
Detroit, MI
Duluth, MN
Flint, MI
Greenville, SC
Hartford, CT
Honolulu, HI
Houston, TX
Indianapolis, IN
Jacksonville, FL
Kalamazoo, MI
Kansas City, MO
Los Angeles, CA
Milwaukee, WI
Minneapolis/St. Paul, MN
New York, NY
Newark, NJ
Norfolk, VA
Oakland, CA
Peoria, IL
Philadelphia, PA
Phoenix, AZ
Pittsburgh, PA
Providence, RI
Richmond, VA
San Antonio, TX
San Diego, CA
Seattle, WA
Toledo, OH
Washington, DC
Our Impact

We create opportunities for people to thrive.

400,500 affordable homes for more than a million people

439 schools and early childhood centers for 100,000+ students

391 fields and recreational spaces for more than 600,000 kids

90 financial opportunity centers serving 79,000 people over the last five years

188 food and health-related projects serving thousands of families

Plus 100s of other retail, arts and community projects
Strategies We Pursue

**Strengthen** existing alliances while building new collaborations to increase our impact on the progress of people and places

**Develop** leadership and the capacity of partners to advance our work together

**Equip** talent in underinvested communities with the skills and credentials to compete successfully for quality income and wealth opportunities

**Invest** in businesses, housing and other community infrastructure to catalyze economic, health, safety and educational mobility for individuals and communities

**Drive** local, regional, and national policy and system changes that foster broadly-shared prosperity and well-being
# Our Comprehensive Approach

<table>
<thead>
<tr>
<th>LISC strategies</th>
<th>Opportunity gap</th>
<th>LISC solution</th>
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<tbody>
<tr>
<td>Empower people</td>
<td>• Skills gap</td>
<td>• Job skills training &amp; career development support</td>
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<td>• Financial stability</td>
<td>• Financial coaching</td>
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<td>• Wealth gap</td>
<td>• Educational facilities</td>
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<td></td>
<td>• Education gap</td>
<td>• Investments in access to healthcare, healthy food &amp; recreation</td>
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<td>• Health &amp; safety gap</td>
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<td>Transform places</td>
<td>• Affordable housing gap</td>
<td>• Preservation &amp; construction of affordable housing</td>
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<td>• Investment gap</td>
<td>• Commercial, industrial &amp; community facilities &amp; district development</td>
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<td>• Gap between jobs &amp; homes</td>
<td>• Creative placemaking</td>
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<td>• Crime and safety gap</td>
<td>• Transit oriented development</td>
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<td>Support enterprises</td>
<td>• Entrepreneurship gap</td>
<td>• Stewardship of sustainability &amp; disaster resiliency</td>
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<td>• Capacity gap</td>
<td>• Community / law enforcement partnerships</td>
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<td>Drive systems innovation</td>
<td>• Public funding gap</td>
<td>• Small business lending &amp; coaching</td>
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<td>• Delivery system gap</td>
<td>• CBO capacity building</td>
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<td>• Protection gap</td>
<td>• Leadership development</td>
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<td>• AmeriCorps deployment</td>
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<td>• Resource advocacy &amp; coalition building</td>
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<td></td>
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<td>• Partnership facilitation across sectors</td>
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<td>• Advocacy to increase protections, change policies &amp; practices at national, state &amp; local levels</td>
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Affiliates

National Equity Fund
$14.5 billion invested in housing since 1987

New Markets Support Company
$1 billion invested for economic development

immito
$100 million expected in annual small business lending (company launched in 2018)
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