



# Catalyzing Opportunity for All

A LISC Presentation

**LISC**

eloveals.com

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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

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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

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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

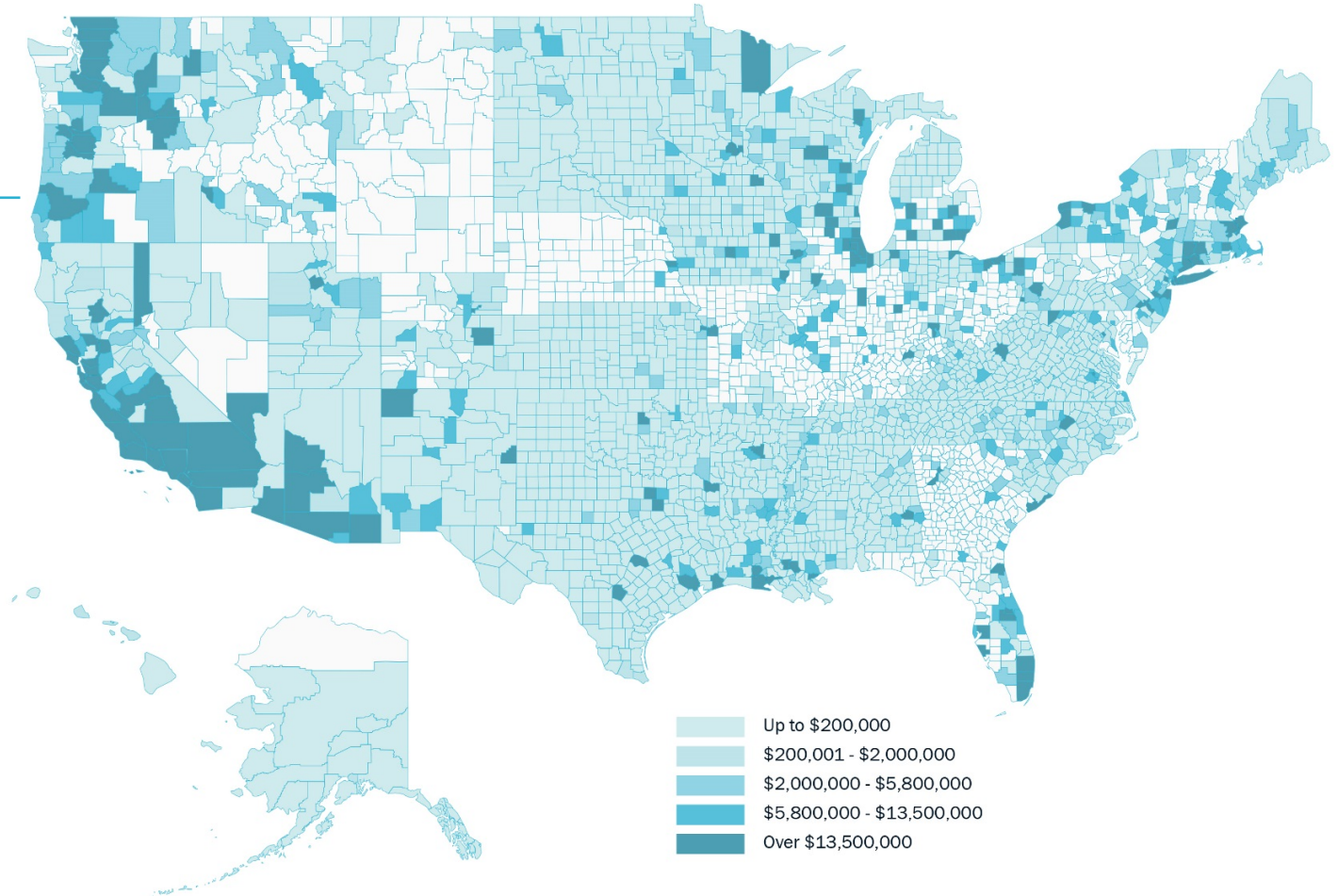
## S&P 'AA' Rating

LISC is the first CDFI to tap the general obligation bond market, with a \$100 million issuance in 2017

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**We have made  
investments  
in every state.**

Investments by  
US county



# Our Reach

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## 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](http://www.nefinc.org)
- New Markets Support Company  
[www.newmarkets.org](http://www.newmarkets.org)
- immito  
[www.immito.com](http://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

LISC strategies	Opportunity gap	LISC solution
Empower people	<ul style="list-style-type: none"><li>• Skills gap</li><li>• Financial stability</li><li>• Wealth gap</li><li>• Education gap</li><li>• Health &amp; safety gap</li></ul>	<ul style="list-style-type: none"><li>• Job skills training &amp; career development support</li><li>• Financial coaching</li><li>• Educational facilities</li><li>• Investments in access to healthcare, healthy food &amp; recreation</li></ul>
Transform places	<ul style="list-style-type: none"><li>• Affordable housing gap</li><li>• Investment gap</li><li>• Gap between jobs &amp; homes</li><li>• Crime and safety gap</li></ul>	<ul style="list-style-type: none"><li>• Preservation &amp; construction of affordable housing</li><li>• Commercial, industrial &amp; community facilities &amp; district development</li><li>• Creative placemaking</li><li>• Transit oriented development</li><li>• Stewardship of sustainability &amp; disaster resiliency</li><li>• Community / law enforcement partnerships</li></ul>
Support enterprises	<ul style="list-style-type: none"><li>• Entrepreneurship gap</li><li>• Capacity gap</li></ul>	<ul style="list-style-type: none"><li>• Small business lending &amp; coaching</li><li>• CBO capacity building</li><li>• Leadership development</li><li>• AmeriCorps deployment</li></ul>
Drive systems innovation	<ul style="list-style-type: none"><li>• Public funding gap</li><li>• Delivery system gap</li><li>• Protection gap</li></ul>	<ul style="list-style-type: none"><li>• Resource advocacy &amp; coalition building</li><li>• Partnership facilitation across sectors</li><li>• Advocacy to increase protections, change policies &amp; practices at national, state &amp; local levels</li></ul>

# 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)

## Contact Information

Joseph Horiye

Program Vice President – West Region

619-541-8011

[jhoriye@lisc.org](mailto:jhoriye@lisc.org)