



OPPORTUNITY
INVESTMENT
CONSORTIUM
INDIANA

LAUNCH A CONSORTIUM:
A RAPID DEAL ADVANCEMENT AND
CONNECTIVITY HUB FOR
INDIANA'S OPPORTUNITY ZONES



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- Concept Overview
- Engagement
- Process
- Targeted Outcomes
- Next steps

OVERVIEW

OPPORTUNITY ZONE BASICS

Goal: To encourage long-term private capital investment in low-income urban and rural communities

Incentive: Long-term tax deferral on capital gains invested in Opportunity Zones and tax exclusion from new capital gains achieved from those Opportunity Zone investments

Outcome: Equity share in business expansions and development projects that would not otherwise pencil out

THE CONCEPT

CONSORTIUM
SERVES AS
FRONTLINE
FOR
INFORMATION
AND
INVESTMENT
CONNECTIONS



SUPPORT PEOPLE & PLACES



THE CONSORTIUM BASICS

The Goal is Identical: To encourage long-term private capital investment in Indiana's low income urban and rural communities

Incentive for the Consortium's Existence: Pool knowledge and assets to more strategically build capacity and pipeline across all stages of a deal, then actively help facilitate investment and information pairing through an online portal as OZ funds begin to flow

Membership: Intended as a table for investors and coinvestment partners

Incentive for Consortium Investors: Access to immediate updates from Washington DC; First look at deal pipeline; Shared risk; Ultimate cost savings

Outcome: Rapid deployment and more refined pairing of investment to propel difficult projects towards the finish line

CONSORTIUM MEMBERSHIP INFRASTRUCTURE

Investor Members

Financial Institutions, Venture/Equity Funds, Impact Investors, CDFIs, government finance agencies, & other funds

- Access to portal and co-investor table
- Early look at deals; able to follow up with LOIs
- Benefit from immediate intel on the program

Education & Resource Partners

State Agencies, Associations, Foundations, Local Government, Chambers

- Partner to build pipeline and deliver capacity building services
- Help cultivate and market portal and information sharing

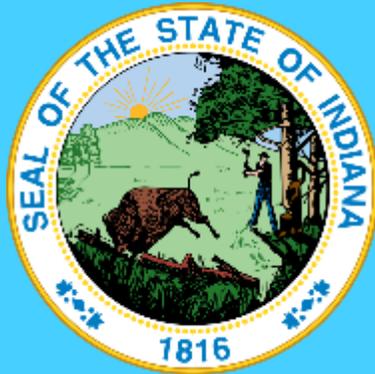
Professional Service Members

Legal, accounting, site selection, wealth management consultancy firms

- Source for referrals and expert technical services
- Available to assist with trainings and workshops

INVESTOR MEMBERS

Public Sector



Financial
Institutions/
Accredited
Investors



Impact
Investors,
Venture, Equity
and Community
Loan Funds



Consortium membership will be made available for any individual or public/private entity poised and interested in investing or co-invest in some form in the Opportunity Zones across Indiana. This is anticipated to encompass accredited investors, banks, venture funds, insurance and pension funds, donor advised fund managers, foundations, government finance representatives, equity funds, community loan funds and social impact lending portfolio managers.

ENGAGEMENT THRESHOLD ASSUMPTIONS

- Consortium participation predicates willingness, ability and/or intention to co-invest within Indiana's Opportunity Zones (e.g. debt, equity, tax credits or other technical enhancements).
- Membership does not hold individual participants to investing a particular amount or at all. Each investor maintains their own criteria, role and priorities for engagement.
- The objective is to serve as a leading connectivity hub to advance viable deals in Indiana's Opportunity Zones. Participation does not assume any participant has an exclusive arrangement with the consortium or is in support of each deal that submits an application.
- Many Opportunity Zone Funds are/will be created through various local, state and national mechanisms and this table and the portal will serve as a key point of entry for rapid packaging and connectivity to investment. A collaborative agreement among all partners will be issued releasing liability.
- There is a nominal annual membership fee to support access to and management of the portal (government, foundation and nonprofit association partners exempted).

THE PORTAL



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*Encouraging investment in
Indiana communities*

[ABOUT](#)

[POST AN OPPORTUNITY](#)

[MEMBER INVESTORS](#)

[PROFESSIONAL SERVICES](#)

[TRAINING AND RESOURCE PARTNERS](#)

INDIANA OPPORTUNITY ZONES

Opportunity Zones represent a new tax incentive intended to connect private investment capital to low-income communities nationwide. Leading stakeholders of Indiana have partnered to provide this statewide portal in an effort to advance and help facilitate implementation of Opportunity Zone investment in Indiana's designated census tracts.



ROLES, RESPONSIBILITIES AND PROCESS



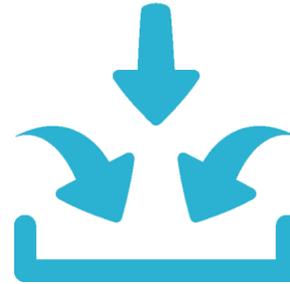
CONSORTIUM

- Begin by identifying high impact, shovel-ready projects in Indiana
- Advise and work together to move deals towards readiness for OZ equity
- Support early-stage capacity building and linkages



APPLICANTS

- Applicants load materials into online portal
- Portal serves as front door for project readiness analysis and investment pairing
- Forms populated on portal will ensure rapid review of the project



SOURCING

- Deals would be made available to investors via the portal
- Consortium members meet to discuss project feasibility and options for advancement
- If impactful deals in the pipeline are not an immediate “fit” for OZ equity, members can mobilize to provide technical support and connect projects to other key partners



INVESTMENT PAIRING

- Any interested member may issue an LOI for follow-on with applicant directly
- When necessary, members advise co-funding concepts or outside investment procurement
- If project does not fit OZ criteria, members may still issue LOIs, feedback, referrals or provide support

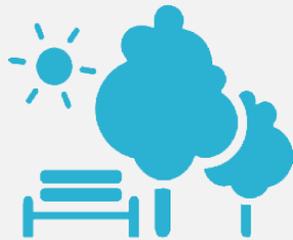
TARGETED OUTCOMES

TRANSFORM PLACES, SUPPORT BUSINESSES AND JOBS AND DRIVE SYSTEM INNOVATION THROUGH SMART COLLABORATION AND DEPLOYMENT



Support jobs

- Connect to ready workforce
- Supports for training and job placement



Transform places

- Facilitate investments in commercial, industrial, retail, residential & community facilities
- Broker complementary investment, such as infrastructure improvements



Support business

- More ready access to capital pairing
- Technical assistance



Drive system innovation

- Partnership facilitation across sectors – public, private and nonprofit
- Integration of support for people, places and small businesses

IN SUMMARY

THE BASICS OF INVESTING IN LOW INCOME AREAS

- Opportunity Funds are an equity investment tool. These funds will own full assets or a shared ownership position in real estate and operating businesses located in the zones.
- Projects in low income areas are not easily packaged nor immediately poised for equity infusions. Deals more commonly need significant technical support, access to information, partner connectivity and early-stage assistance. These deals frequently need predevelopment funding, brownfield hurdle clearing and other land acquisition or workforce assistance to truly land successfully at the finish line.

**BY WORKING TOGETHER, WE MORE EFFECTIVELY BUILD
VIABLE PIPELINE AND RAMP UP FOR THE PROGRAM**

ADDITIONAL BENEFITS

- By creating a online matching hub, projects are paired with optimal support + financing mechanism/investor, resulting in considerable cost and time savings
- Portal is modeled after other successful deal matching portals and has the potential to expand beyond Opportunity Zone initiative
- Launching a consortium minimizes duplicity and assists with expeditious deal advancement
- **The overall optimization of a collective table results in resources going more rapidly and directly towards low-income communities**

**UNIQUELY COLLABORATING
TO MORE STRATEGICALLY
PROPEL PROJECTS TO
ACTUALIZATION**





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