DC is a great place to live for many. But the high cost of living is making it harder for all of us to thrive in our city. Nearly 1 in every 100 hundred DC residents experiences homelessness on any given night in neighborhoods across the city. And thousands more are just one financial shock away from losing the roof over their heads.

**No one should have to sleep on the streets or in our city’s emergency shelters.** Homelessness is a reflection of the severe shortage of affordable housing. It has been estimated that DC needs to build more than 30,000 units of deeply affordable housing (0-30% MFI) to meet the current need.

Without a place to call home, it’s hard to obtain or maintain a job, do well in school, stay healthy, and keep families together. As housing costs continue to outpace local incomes, the door to prosperity has been closing on many who call DC their home. Ending homelessness in DC starts with creating more supportive and deeply affordable housing.

**We Can and Must Do Better**

We know that housing ends homelessness. That is why the Greater Washington Community Foundation (The Community Foundation) and the District Government’s Interagency Council on Homelessness teamed up to launch the Partnership to End Homelessness (the Partnership). The Partnership is the first of its kind initiative to bring together donors, nonprofits, funders, public and private-sector institutions in the fight to make homelessness rare, brief, and non-recurring in Washington, DC. Its investments are focused on increasing the supply of supportive housing and helping more people obtain stable housing.

Together, we can end homelessness in DC.

**You Can Make A Difference**

You can be part of the solution to ensure all our neighbors have a safe, stable, and affordable place to call home. Help strengthen our region, drive social impact, and earn financial returns. Working with Enterprise Community Loan Fund, Inc. (ECLF), The Partnership is pleased to offer a new impact investing option for your fund’s investments. You may allocate a portion of your fund at The Community Foundation to invest in the Impact Note offered by ECLF. Each fund investment will advance an innovative and effective strategy to address the affordable housing shortage and help create more thriving, equitable, and enriching communities.

With your support, the Partnership strives to raise $10 million in investments to help ECLF build and preserve affordable housing units for hundreds of people across the region.
Investing in Solutions to End Homelessness in DC

THE IMPACT OF YOUR INVESTMENT — AT A GLANCE

$7.9 MILLION raised by the Partnership and leveraged by Enterprise to invest $28.1 million in creating and preserving critical affordable housing for housing insecure people in DC.

530 AFFORDABLE HOMES will be created or preserved as a result of Enterprise’s commitments.

456 UNITS will serve residents earning between 0-50% of the Area Median Income (AMI), providing those who are most in need with a place to call home.

And we’re just getting started.

Project Profile: 1100 EASTERN LLC

THE PROJECT

Redevelopment of a former gasoline station, retail shops and four rowhouses in northeast Washington, DC, into a modern midrise apartment development that will offer 63 total units, 50 of which will be for families earning up to 50% of AMI and 13 units set aside for Permanently Supportive Housing (PSH) for families earning below 30% of AMI. In addition to the residential project, a retail commercial space of 4,500 square feet on the ground floor of the building will be financed separately through a condominium structure.

WHY THIS MATTERS

The loan will help to create 63 affordable housing units targeting households earning up to 50% of AMI and replace a neighborhood eyesore with a modern attractive development. In addition, the ground floor retail will maintain 4,500 square feet of community retail space, providing local residents the opportunity to benefit from increased high-quality commercial activity. The Sponsor anticipates that the project will help to spur development along Eastern Avenue.

*Information current at time of deal closing. Project information can change during development stages.
How Does It Work?
While your fund investment earns a fixed return, it will aid in bringing financial resources to assist in the fight to end homelessness and housing insecurity by increasing the production of deeply affordable and supportive housing. Here’s how it works:

1. Your fund at The Community Foundation will invest in the Impact Note of ECLF.
2. You can designate through your fund the amount you would like to invest in the Impact Note and the number of years you would like to invest.¹
3. Impact Note investments provide financing to organizations building and preserving deeply affordable and supportive housing units.
4. Housing providers leverage this investment capital to create more homes for our most marginalized neighbors.
5. At the end of the Impact Note term, any principal and interest due on the Impact Note is returned to your fund at The Community Foundation, and it can be reinvested or granted to other worthy causes. This allows you to enhance the impact of your charitable dollars by putting them to work again and again.

Fund Impact Note Investment Terms

<table>
<thead>
<tr>
<th>Amount</th>
<th>$25,000 minimum investment per note; no limit on the number of notes.</th>
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</thead>
<tbody>
<tr>
<td>Terms and Rates</td>
<td>Term - Rate</td>
</tr>
<tr>
<td></td>
<td>2 years - 1.25%</td>
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<tr>
<td></td>
<td>3 years - 1.75%</td>
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<tr>
<td></td>
<td>5 years - 2.25%</td>
</tr>
<tr>
<td>Interest</td>
<td>Interest can be paid or accrued annually.</td>
</tr>
<tr>
<td>Fees</td>
<td>There are no fees assessed by ECLF to invest in an Impact Note.</td>
</tr>
<tr>
<td></td>
<td>The amount invested in Impact Notes will be reflected in your fund balance. Standard management fees will be charged by The Community Foundation on the total fund balance.</td>
</tr>
<tr>
<td>Liquidity</td>
<td>During the term, your fund balance will be restricted by the amount of this investment, reducing the balance available for grantmaking. Up to 80% of your fund balance may be invested in this option.</td>
</tr>
<tr>
<td>Targeting</td>
<td>ECLF will make commercially reasonable efforts to target the Greater Washington region for production of 0-60% Area Median Income (AMI) households, with a priority on PSH and 0-30% AMI households.</td>
</tr>
<tr>
<td>Reporting</td>
<td>Each fundholder will be provided with quarterly financial reports and semi-annual impact reports.</td>
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</tbody>
</table>

¹ Fundholders may indicate investment preferences for their fund. The Community Foundation retains final discretion regarding the investment of the fund.
Contact Us to Get Started
If you are an existing fundholder and would like to reallocate your fund’s investments or initiate a new investment in the ECLF Impact Note, please contact: Juliana Mitrojorgji, Managing Director of Finance, at jmitrojorgji@thecommunityfoundation.org.

To make an investment outside of a fund at The Community Foundation, contact ECLF at 1-877-389-9239. Learn more about the ECLF Impact Note at www.ImpactNote.com.

The Greater Washington Community Foundation (The Community Foundation) is not an investment advisor, and this is not investment advice. It is impersonal and is not individualized for any specific investor’s financial situation. The Greater Washington Community Foundation is not offering to sell nor soliciting an offer to buy these securities. The Greater Washington Community Foundation is not providing advice, receiving compensation, or making any suitability determinations in respect to you. The return of principal and interest is not guaranteed. Interest rates are subject to change. The Community Foundation is not a bank and investments are not bank deposits. They are not insured by FDIC.

ECLF is a member of the Enterprise family of companies and is the affordable housing and community facility CDFI lending arm headquartered in Columbia, Maryland. ECLF is one of the country’s largest Community Development Financial Institutions with $275 million in assets, and in May 2018, ECLF received an investment grade issuer credit rating from S&P Global Ratings, which is reviewed annually as part of the S&P Global Rating’s annual surveillance process. ECLF’s current S&P rating can be found at ECLF’s website at www.enterprisecommunityloanfund.org. The Enterprise Community Impact Note is offered by ECLF, a nonprofit 501(c)(3) corporation. The Impact Notes have not received any credit rating. The Enterprise Community Impact Note is subject to risks, which are described in the prospectus. This is neither an offer to sell nor a solicitation of an offer to buy these securities. The offering is made only in states where authorized and only by the prospectus, which can only be delivered by eligible employees of ECLF and should be read before investing. Impact Notes are not FDIC or SIPC insured. The Community Foundation is not affiliated with ECLF or any of the Enterprise family of companies.

About the Greater Washington Community Foundation
The Community Foundation is a champion of thriving communities and a catalyst for change made possible through local philanthropic engagement, effective community investment, and civic leadership. We work with donors and partners to make a real difference every day in our communities by aligning resources and leveraging shared interests to amplify impact. As the region’s largest local funder, we have invested nearly $1.3 billion since 1973 to build more equitable, just, and enriching communities where all residents can thrive.