Investing in Solutions to End Homelessness in DC

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.

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 Greater Washington region. ECLF’s investments support the production of housing for 0-60% Area Median Income (AMI) households, with a priority on permanent supportive housing and 0-30% AMI households.

EndHomelessnessDC.org | #EndHomelessnessDC
THE IMPACT OF YOUR INVESTMENT — AT A GLANCE

$8.4 MILLION raised by the Partnership and leveraged by Enterprise to invest $28.8 million in creating and preserving critical affordable housing for housing insecure people in DC.

472 AFFORDABLE HOMES created or preserved as a result of Enterprise’s commitments.

343 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: Paul Laurence Dunbar Apartments

THE PROJECT
Refinance of the Paul Laurence Dunbar Apartments, a 171-unit housing development for low-income seniors, 62 and older, where 170 of the units operate under a HUD Section 8 program agreement. At the tenants’ request, the property, formerly known as Campbell Heights, was renamed the Paul Laurence Dunbar Apartments to reflect the site’s past history as a location of the famous Dunbar Hotel, an African-American hotel and music venue.

WHY THIS MATTERS
The loan will help preserve 170 units of affordable housing targeting households earning up to 30% of AMI. ECLF’s investment helped an up and coming BIPOC-led developer by freeing up capital and improving liquidity, thereby better positioning this developer to take advantage of other development opportunities and the unmet need for affordable housing in the District of Columbia.

*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.
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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<tbody>
<tr>
<td>Terms and Rates</td>
<td>Term - Rate</td>
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<tr>
<td>Interest</td>
<td>Interest can be distributed or reinvested annually.</td>
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<tr>
<td>Fees</td>
<td>There are no fees assessed by ECLF to invest in an Impact Note. 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>
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<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>
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<tr>
<td>Reporting</td>
<td>Each fundholder will be provided with annual financial and impact reporting.</td>
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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 $332 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. * The proceeds of any targeted investment Note are not guaranteed to be used in the requested area and may be untargeted at any time.