



Since 2014, 20% of all of California’s Cap and Trade auction proceeds have been available for competitive award to projects that demonstrably reduce greenhouse gases (GHGs) and achieve land use policy goals by integrating quality transportation infrastructure with green affordable housing. Being competitive for the hundreds of millions of Affordable Housing and Sustainable Communities (AHSC) funds requires multi-faceted teams and innovative projects with aligned timelines and significant environmental benefits. Enterprise delivers robust support to address the reality that across the public and private sectors there is limited program knowledge, and little or no history of cross-sector collaboration in the ways AHSC demands.

AHSC Capital PRO

Statewide Affordable Housing and Sustainable Communities (AHSC) Practice focused on public sector impact and partnership

Distinctive AHSC Practice

Enterprise’s comprehensive technical assistance and AHSC expertise ensure that innovative, environmentally impactful and community-serving projects get funded. Enterprise’s AHSC Technical Assistance (TA) program targets public-private teams with a focus on capacity buildings, systems management and regional data collection. The three tenets of AHSC Practice are:

1. **Tactile technology tools** that bring efficiencies to pipeline assessments, applications and data collection
2. **In-depth application consulting** on everything from budgets to narratives and GHG scoring
3. **Political strategizing** with state and regional agencies, local leaders and advocates to ensure that AHSC program guidelines push the envelope of ‘development-as-usual’ and influence entities who are not actively supporting sustainable transportation or housing solutions to get involved

Following the success of our 2014-2015 AHSC TA efforts (6 successful partners), Enterprise grew our AHSC team, tools and client base to become FY2015-16’s leading TA provider to California’s most populated cities, key transit agencies (such as BART, AC Transit, LA Metro, Oakland, Los Angeles and San Jose) and diverse housing developers. *With our support in FY2015-16, over 40 public and private partners coordinated like never before to design projects and financing strategies that cement nontraditional relationships and usher in a new era of integrated, environmentally-minded development practices. Enterprise is excited to bring our expertise and systems to new regions in 2017.*



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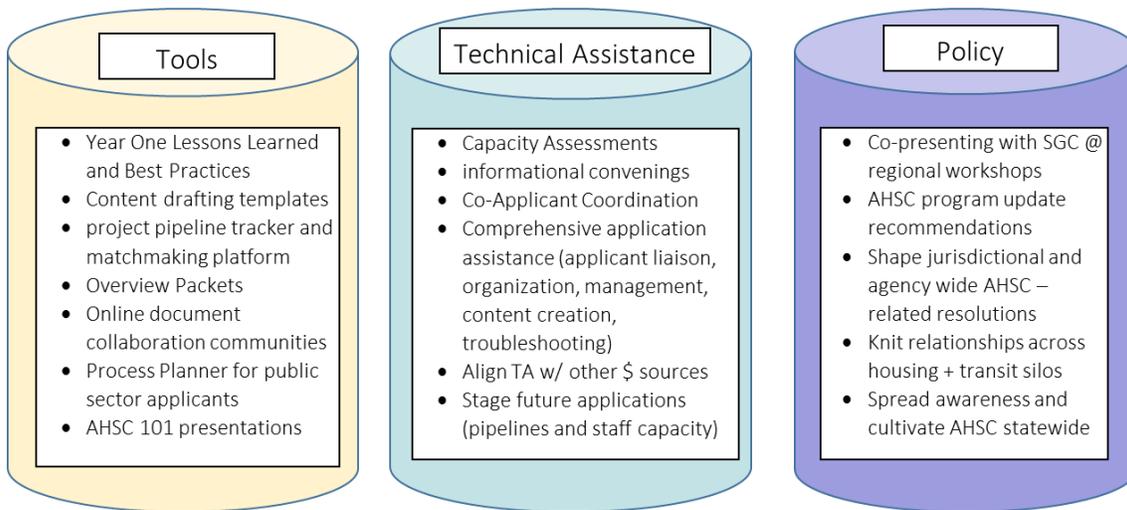
AHSC Impact to Date

- Advised 6 successful applicants during AHSC 2015, resulting in \$33MM
- Co-Led 20 AHSC workshops on strategic partnerships, pipeline preparations and guidelines
- Providing intensive AHSC 2016 TA and process management support to 40+ cities, MPOs, service providers and affordable housing developers pursuing over \$250MM from:
 - o Bay Area (Oakland, San Jose, San Pablo, Alameda, Berkeley, Redwood City, Sunnydale, San Fran)
 - o Southern California (Los Angeles, LA County Unincorporated, Palmdale)
 - o Sacramento
- Advised 29 (39%) of the 74 AHSC 2016 applicant teams who submitted final applications
- Designed Capital PRO Match—an online AHSC pipeline and partnership tool that ensures partners can identify one another, and that polluted, resourced constrained communities have access to AHSC TA
- Widely share best practices through toolkit, letters to SGC, lessons learned and regional workshops

Enterprise’s AHSC Capital PRO Structure

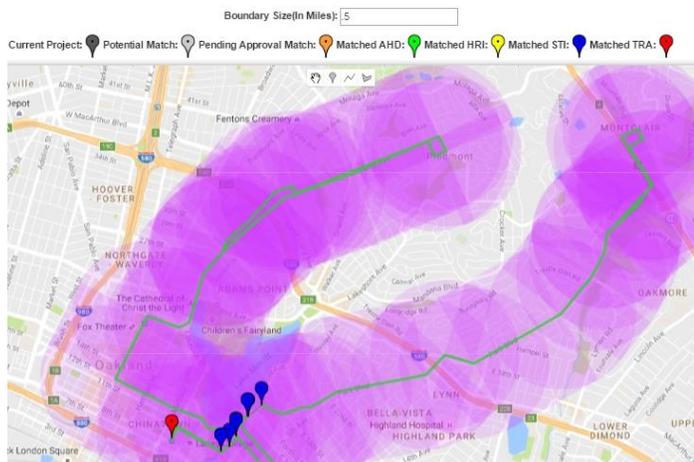
Enterprise’s AHSC Practice focuses on building the capacity and engagement of public sector partners as they team up with private affordable housing developers because meaningful housing and transportation collaboration is central to crafting innovative, competitive AHSC projects. We know that many public agencies or city departments often work in silos, or are not accustomed to pursuing capital infrastructure funding in the ways that the AHSC program requires – as a partner with small developers. Accordingly, Enterprise’s comprehensive AHSC program operates year-round and is delivered in 4 phases (Partnership & Pipeline Assessments; Concept App; Full App; Policy and Capacity Building) to ensure highest impact.

Enterprise offers our AHSC service elements (tools, consulting and policy strategy) to interested partners at three levels of intensity: light-touch, moderate or intensive.

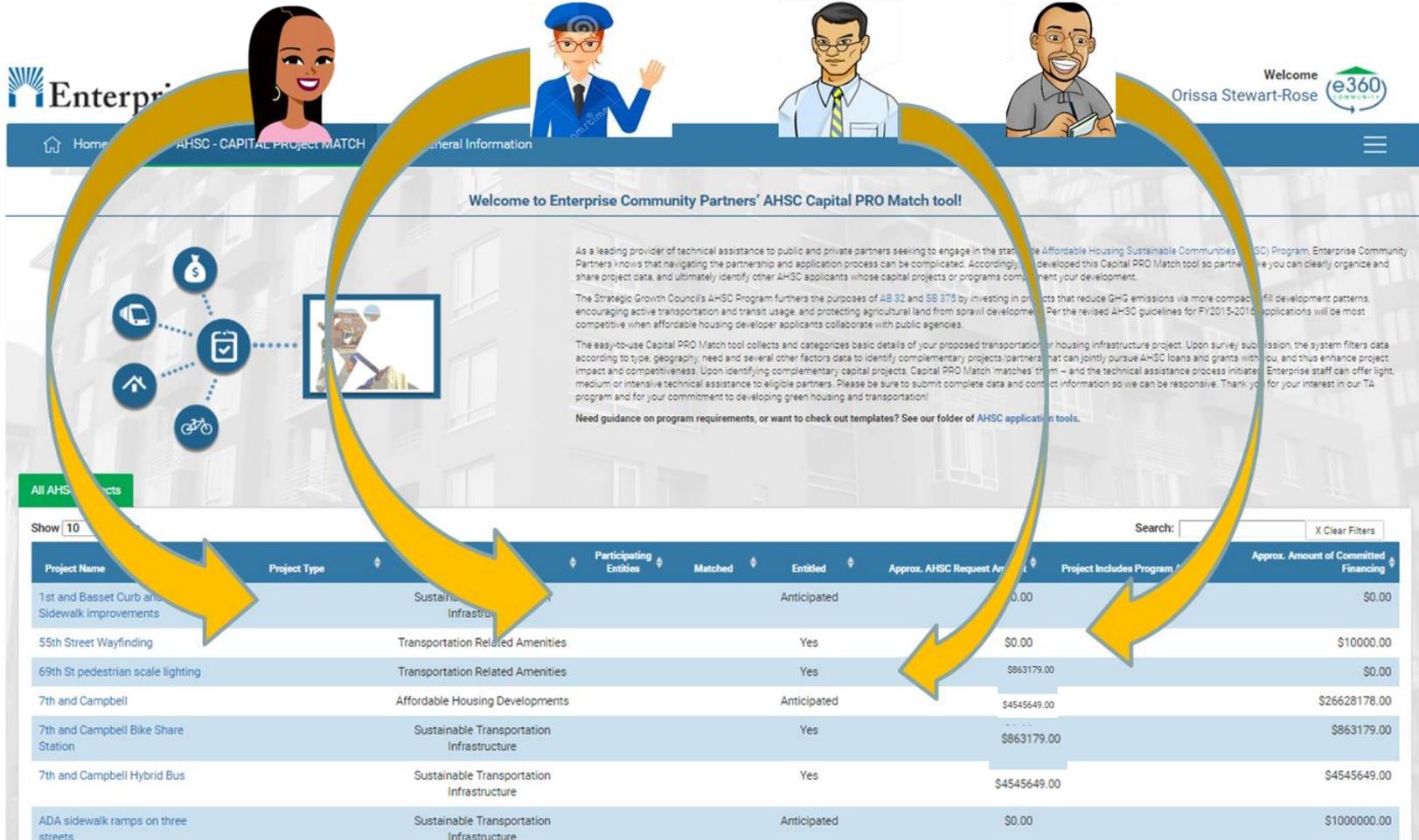


Capital PRO Match – the matching app for complementary capital projects

Throughout all engagements and stages of application development, Enterprise and our clients can use the online Capital PRO Match platform to share project data, identify partnership opportunities, track interactions, and efficiently manage all steps of application coordination. Capital PRO Match does real-time mapping of prospective AHSC projects, catalogues scope changes, tracks frequent challenges and questions (which informs our policy work) and seamlessly connects users to document management platforms that are key when AHSC teams include multiple partners. Enterprise developed this Salesforce product after the first years of AHSC applications because we saw that partners needed better ways to organize and share project data, and identify other local partners whose capital projects or programs complement their housing and/or transportation efforts. Capital PRO Match is useful beyond AHSC because it can aggregate development data and connect partners who may otherwise miss opportunities for collaboration on mixed-use projects. Users can see data tables of housing, workforce and transportation projects in the local pipelines as well as a city-wide map showing where projects overlap and which locations need TA.



Capital PRO Match – AHSC projects & partnerships



Welcome to Enterprise Community Partners' AHSC Capital PRO Match tool!

As a leading provider of technical assistance to public and private partners seeking to engage in the state-wide Affordable Housing Sustainable Communities (AHSC) Program, Enterprise Community Partners knows that navigating the partnership and application process can be complicated. Accordingly, we developed this Capital PRO Match tool so partners can clearly organize and share project data, and ultimately identify other AHSC applicants whose capital projects or programs complement your development.

The Strategic Growth Council's AHSC Program furthers the purposes of AB 32 and SB 375 by investing in projects that reduce GHG emissions via more compact development patterns, encouraging active transportation and transit usage, and protecting agricultural land from sprawl development. Per the revised AHSC guidelines for FY2015-2016, applications will be most competitive when affordable housing developer applicants collaborate with public agencies.

The easy-to-use Capital PRO Match tool collects and categorizes basic details of your proposed transportation or housing infrastructure project. Upon survey submission, the system filters data according to type, geography, need and several other factors data to identify complementary projects/partners that can jointly pursue AHSC loans and grants with you, and thus enhance project impact and competitiveness. Upon identifying complementary capital projects, Capital PRO Match 'matches' them – and the technical assistance process initiates. Enterprise staff can offer light, medium or intensive technical assistance to eligible partners. Please be sure to submit complete data and contact information so we can be responsive. Thank you for your interest in our TA program and for your commitment to developing green housing and transportation!

Need guidance on program requirements, or want to check out templates? See our folder of AHSC application tools.

Project Name	Project Type	Participating Entities	Matched	Entitled	Approx. AHSC Request Amount	Project Includes Program	Approx. Amount of Committed Financing
1st and Basset Curb and Sidewalk Improvements	Sustainable Transportation Infrastructure			Anticipated	\$0.00		\$0.00
55th Street Wayfinding	Transportation Related Amenities			Yes	\$0.00		\$10000.00
69th St pedestrian scale lighting	Transportation Related Amenities			Yes	\$863179.00		\$0.00
7th and Campbell	Affordable Housing Developments			Anticipated	\$4545649.00		\$26628178.00
7th and Campbell Bike Share Station	Sustainable Transportation Infrastructure			Yes	\$863179.00		\$863179.00
7th and Campbell Hybrid Bus	Sustainable Transportation Infrastructure			Yes	\$4545649.00		\$4545649.00
ADA sidewalk ramps on three streets	Sustainable Transportation Infrastructure			Anticipated	\$0.00		\$1000000.00

Salesforce interface requires no software purchase – users get unique profiles and access to the basic project info of co-applicants – No limit to # of AHSC match-seeking projects entered into system – TA providers see all data and updates

CAPITAL PRO Match is simple & quick to complete! The intake survey asks critical AHSC questions, while embedded formulas automatically notify users if their project elements do not meet AHSC eligibility requirements, and pop out help boxes give guidance to users unfamiliar with AHSC nuances and terms

Project Overview

Application Year	Project Description ⓘ	Mixed income provide oppo residents of i located close	Approx. AHSC Request Amount ⓘ	\$18,127,203.00	Financing Info	
Project Name ⓘ	Project City	Oakland	Affordable Housing Development Ask	\$10946306.00	Housing-Related Infrastructure Ask	\$4485000.00
Project State	Project County	Alameda Co	Sustainable Transportation Infrastructure Ask	\$1899853.00	Program Ask Amount	\$152844.00
Project Region	Number of Affordable Units ⓘ	91	STI Eligible Cost Category ⓘ	Complete streets improvements; Transit and station area improvements	Program Options and Eligible Costs Overview	
Project Type	Project Includes Program Ask ⓘ	Yes	Transportation Related Amenities Ask	\$643200.00	Approx. Amount of Committed Financing	\$22212449.00
Total Number of Units	Programs Eligible Cost Category ⓘ	-	TRA Eligible Cost Category ⓘ	Complete streets improvements	Program Ask Amount	\$152844.00
Percent of Affordable Units	Proposed Program Description ⓘ	bike share memberships & AC Transit passes	Does proposed project have any leverage (enforceable funding commitment) already in place?	Yes	Program Options and Eligible Costs Overview	
Is the project mixed-use? ⓘ	Project Entitlements/Permits Obtained?		Does the project qualify for the Disadvantaged Community set-aside?		Contact Info	
Please enter the housing density for your project.	Does the project qualify for the Disadvantaged Community set-aside?	325.00 units/acre ✓	Which of the following qualifies the project for the Disadvantaged Community Set-Aside? (Choose all that apply)	Located within a DAC	Pop-out boxes →	
Capital Uses in your project						
Desired Complementary Capital Uses in your project ⓘ						
Description of desired Complementary Capital Uses in your project ⓘ						



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