Hidden Advantage of Opportunity Zones: Federal Incentives

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U.S. Small Business Administration (SBA)

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U.S. Department of Housing and Urban Development (HUD)
The hidden advantage of Opportunity Zones is the broad array of 180+ federal actions – beyond the tax incentive – that provide targeting, preference, or additional support in Opportunity Zones.

These actions, identified by the Council, encourage investments that have equal or greater potential to impact local community and economic development.

One example from each work stream:

<table>
<thead>
<tr>
<th>Work Stream</th>
<th>Agency</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Economic Development</td>
<td>Economic Development Administration</td>
<td>Public Works and Economic Adjustment Assistance Programs</td>
</tr>
<tr>
<td>Education &amp; Workforce</td>
<td>Department of Labor</td>
<td>Homeless Veterans’ Reintegration Program</td>
</tr>
<tr>
<td>Development</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entrepreneurship</td>
<td>Small Business Administration</td>
<td>Program for Investment in Micro Entrepreneurs (PRIME)</td>
</tr>
<tr>
<td>Safe Neighborhoods</td>
<td>Department of Justice</td>
<td>STOP School Violence Grant Program</td>
</tr>
</tbody>
</table>

See list of 180+ Completed Actions at [https://opportunityzones.hud.gov/localleaders](https://opportunityzones.hud.gov/localleaders)
USA Opportunity Zones

CLICK ON THE MAP to select a local area. Then SCROLL DOWN to view reports.

Data and maps for Opportunity Zones: http://www.statsamerica.org/opportunity/
Opportunity Zones were designated throughout the country in 2018 in response to bi-partisan legislation at the federal level. The goal of the Opportunity Zone initiative is to encourage long-term private capital investment in low-income urban and rural communities. The program offers long-term federal tax deferral on capital gains for investments in designated Opportunity Zones, with additional tax exclusion from new capital gains achieved from those investments.

The goal of the Opportunity Investment Consortium of Indiana is to help more intentionally encourage the transformation of Opportunity Zone neighborhoods into vibrant places for residents and businesses. The consortium is comprised of a public/private collection of investors and community partners poised to support and invest in Opportunity Zones through the facilitation of this online pairing tool.

In addition, stakeholder roundtables meet regularly to discuss support for advancing projects, and the training and professional resource partners further assist the effort by providing access to critical legal and financial services, training and information.

Indiana’s go-to Opportunity Zone resource: [https://www.opportunityinvestmentconsortium.com/](https://www.opportunityinvestmentconsortium.com/)
HUD PROGRAMS AT WORK IN OPPORTUNITY ZONES
Reduced Application Fees
Applicants to FHA's New Construction and Substantial Rehabilitation (Section 221(d)(4)), Urban Renewal and Concentrated Development (Section 220), and Purchase or Refinance of Existing Multifamily Property (Section 223(f)) multifamily mortgage insurance programs are eligible for significantly lower application fees provided the property is located within qualified Opportunity Zones.

Designated Senior Underwriters
FHA will designate seasoned underwriters to process applications located in Opportunity Zones to ensure expert and expedient reviews. Applications must meet the following criteria to qualify for reduced fees and designated underwriting:

- The application is submitted under FHA's Section 221(d)(4), Section 220, or Section 223(f) program for a property located in, or proposed to be located in, a qualified Opportunity Zone, and/or:
- The application involves an investment from a Qualified Opportunity Fund (QOF).

The new incentives offered by FHA are available immediately for applicants of market-rate properties that have not yet submitted a pre-application, and for applicants for affordable properties that have not yet applied.
Priority in Queues (Section 232)
Transactions that entail properties located in qualified Opportunity Zones will be moved to the top of our underwriting queues based on the date of application submittal. To facilitate the process, the property’s census tract must be identified expressly in the Lender Narrative.

Reduced FHA Mortgage Insurance Application Fee (Section 242 and 232)
For the above-referenced transactions located in a qualified Opportunity Zone, HUD will reduce the FHA mortgage insurance fees.

Low-Income Housing Tax Credit (LIHTC) Program (Section 232)
Further incentives may be available to FHA-insured mortgages for properties in qualified Opportunity Zones that are also Qualified Census Tracts or Difficult Development Areas under the LIHTC program. In particular, the annual (rather than the up-front) Mortgage Insurance Premium for such transactions is lower than that required of non-LIHTC transactions.1
To stimulate greater multifamily residential and commercial development in Opportunity Zones, U.S. Housing and Urban Development (HUD) Secretary Ben Carson today announced the Federal Housing Administration (FHA) will insure mortgages on mixed-use development under the agency’s Section 220 Program in thousands of lower income communities across the country.

FHA’s Section 220 Program insures lenders against loss on mortgage default. Historically, Section 220 has provided good quality rental housing in downtown urban areas that have been targeted for overall revitalization. Today’s announcement expands eligibility of mortgages insured under this program to all 8,764 Opportunity Zones, including those located in rural areas.
<table>
<thead>
<tr>
<th><strong>Subject</strong></th>
<th>Maximum Rehabilitation Costs in Qualified Opportunity Zones (QOZs) for Limited 203(k) Mortgages.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Purpose</strong></td>
<td>The purpose of this Mortgagee Letter (ML) is to increase the Maximum Rehabilitation Costs in QOZs for Limited 203(k) Mortgages from $35,000 to $50,000.</td>
</tr>
<tr>
<td><strong>Effective Date</strong></td>
<td>The guidance in this ML is effective for case numbers assigned on or after December 16, 2019 through December 31, 2028. All policy updates will be incorporated into a forthcoming update of the HUD Single Family Housing Policy Handbook 4000.1 (SF Handbook 4000.1).</td>
</tr>
</tbody>
</table>
Brownfield Redevelopment
All real property composing a brownfield site, including land and structures located thereon," will be treated by the IRS as satisfying the “original use” test.

Each of the following costs are included as “substantial improvements” to real property:
• equipment installed in a building and used in a trade or business,
• demolition costs,
• reasonable capitalized fees for development,
• required permits,
• necessary infrastructure,
• brownfield site assessment and remediation,
• professional fees, and
• necessary site preparation costs (including remediation and utility upgrades).
In mid-March, Grants.gov will roll out its Release 18.1 system enhancements. These enhancements include new integration with Login.gov, the ability to narrow searches via a new category called Opportunity Zone Benefits, and field label changes that will lay the foundation for the planned December rollout of the Unique Entity Identifier by the System for Award Management (SAM.gov).
A. Overview of Information Collection

*Title of Information Collection:* Opportunity Zone Grant Certification Form.

*OMB Approval Number:* 2501-New.

*Type of Request:* New collection.

*Form Number:* HUD-XXXX Certification for Opportunity Zone Preference Points.

*Description of the need for the information and proposed use:* This collection is a new collection regarding information for preference points in certain competitive federal grants and technical assistance applications. In accordance with Executive Order 13853, Establishing the White House Opportunity and Revitalization Council (“WHORC” or “Council”), signed by President Trump on December 12, 2018, the Department of Housing and Urban Development (HUD) has added preference points to grants in an effort to strategically target investment in communities designated as Opportunity Zones. To ensure that HUD’s resources are being used to further the mission of the Executive Order and the WHORC Implementation Plan (published April 17, 2019), HUD has drafted the proposed certification form. This form will certify that valuable HUD resources are in fact being targeted to and expended in America’s most economically distressed areas, including Opportunity Zones. Additionally, it will enable HUD to gather and analyze the most accurate data regarding the use of taxpayer funds; specifically, how they are being utilized by our grantee partners to support the President’s mission of revitalizing distressed communities. The collection of this information will help to guide the Department through future grant awards and inform HUD’s strategy to maximize non-profit and private sector investment.

Additionally, pending approval of this form on HUD’s behalf, we anticipate that the following Agencies will also implement this form: Agriculture, Commerce, Education, Justice, Health and Human Services, Labor, Transportation, Interior, Commerce, Energy, Veterans Affairs, the Small Business Administration and the Environmental Protection Agency.

Public and private investment in America’s historically overlooked communities will be used to increase the supply of affordable housing to bolster economic development, support entrepreneurship, promote neighborhood safety, and expand employment and educational opportunities. For more information about the mission of the WHORC and to learn about the activities and vision of the federal agencies that comprise the Council, visit [https://www.hud.gov/sites/dfiles/Main/documents/WHORC-Implementation-Plan.pdf](https://www.hud.gov/sites/dfiles/Main/documents/WHORC-Implementation-Plan.pdf).
EDA’s mission is to lead the Federal economic development agenda by promoting innovation and competitiveness, and preparing and supporting American regions for growth and success in the global economy.
EDA works directly with local officials and targets its competitive, merit-based investments to:

• Assist economically-distressed regions to create higher paying, sustainable jobs
• Support regional economic development initiatives
• Serve as strategic, catalytic seed investments
• Attract and leverage private capital investment
• Emphasize innovation, entrepreneurship, and regional competitiveness
EDA Regions

Wisconsin
Illinois
Indiana
Michigan
Minnesota
Ohio
EDA evaluates all project applications to determine

- **Alignment with EDA’s investment priorities,**
- Effectiveness in addressing the creation and/or retention of high-quality jobs
- Documentation that the applicant will leverage public and private resources, utilize funds quickly and effectively, and provide a clear scope of work that includes a description of specific, measurable project outputs.
Opportunity Zones and EDA

EDA’s Investment Priorities

• designed to provide an overarching framework to guide the agency’s investment portfolio

• ensure investments contribute the strongest positive impact on sustainable regional economic growth and diversification

• competitive applications are responsive to the evaluation criteria listed under each individual funding announcement
Opportunity Zones and EDA

1. Recovery & Resilience
2. Critical Infrastructure
3. Workforce Development & Manufacturing
4. U.S. Exports & Foreign Direct Investment
5. OPPORTUNITY ZONES
Opportunity Zones and EDA

• Opportunity Zones: Planning and implementation projects aimed at attracting private investment – including from Opportunity Funds – to grow businesses and create jobs in Census tracts that have been designated as Opportunity Zones, including:
  – targeted projects located within an Opportunity Zone;
  – projects that, while not located within an Opportunity Zone, have a clear intent of benefitting nearby Opportunity Zone(s);
  – and regional projects that encompass an area containing at least one Opportunity Zone with a clear intent of benefitting that Opportunity Zone.

• Opportunity Zones are designed to spur economic development by providing tax benefits to investors.
Opportunity Zones and EDA

NOTICE OF FUNDING OPPORTUNITY
Public Works and Economic Adjustment Assistance Programs

If the project is located in or is proximate to and intended to directly and substantially benefit a designated “Qualified Opportunity Zone” may be eligible pursuant to a Special Need
Opportunity Zones and EDA

Opportunity Zones and EDA

Indiana University (IU) Kelley School of Business & EDA

• Concise, powerful tool to link OZs and EDA investments.
• Combining zone location information with reports that describe the zone
• Economic developers can see the zone in the context of its
  – congressional district,
  – Economic Development District,
  – State, and
  – EDA (multi-state) Region.
• Content of each report includes
  – EDA investments near or in the zones or the regions
  – demographic and economic metrics.

http://www.statsamerica.org/opportunity/
EDA Investment Programs

- Economic Adjustment
- Public Works
- University Centers
- Research & National Technical Assistance
- Planning
- Local Technical Assistance
- Trade Adjustment Assistance for Firms
Economic Development Districts (EDDs)

*Economic Development Districts are multi-jurisdictional entities, commonly composed of multiple counties and in certain cases even cross-state borders. They help lead the locally-based, regionally driven economic development planning process that leverages the involvement of the public, private and non-profit sectors to establish a strategic blueprint for regional collaboration.*
1. Economic Development Coalition of Southwest Indiana
   Carol Hagedorn, Vice President
   318 Main Street, Suite 400, Evansville, IN 47708
   P: 812.423.2020  F: 812.423.2080
   chagedorn@southwestindiana.org
   www.southwestindiana.org

2. East Central Indiana Regional Planning District
   Bill Walters, Executive Director
   1208 White River Blvd, Ste 127, Muncie, IN 47303
   P: 765.254.0116  F: 765.266.0565
   twalters@ecirpd.org
   www.ecirpd.org

3. Indiana 15 Regional Planning Commission
   Lisa Gerfahlen, Executive Director
   221 E First Street, Ferdinand, IN 47532
   P: 812.367.8455  F: 812.367.8171
   lisa@ind15rpc.org
   www.ind15rpc.org

4. Kankakee-Iroquois Regional Planning Commission
   Edwin Buswell, Executive Director
   115 E 4th Street, PO Box 127 Monon, IN 47959
   edb@rirpc.net
   www.rirpc.net

5. Madison County Council of Governments
   Jerrold Bridges, Executive Director
   739 Main Street Anderson, IN 46016
   P: 765.641.9482  F: 765.641.9486
   jerry@heartlandmpo.org
   www.mccog.net

6. Michiana Area Council of Governments
   James Turwald, Executive Director
   227 W Jefferson Blvd, 1120 County/City Bldgn
   South Bend, IN 46601
   P: 574.287.1829  F: 574.287.1840
   turwald@macog.com  www.macog.com

7. Northeastern Indiana Regional Coordinating Council
   Dan Avery, Executive Director
   200 E Berry Street, Suite 230
   Ft. Wayne, IN 46802
   P: 260.449.7309  F: 260.449.7682
   Dan.avery@ccallen.us  www.nircc.org

8. Northwestern Indiana Regional Planning Commission
   Ty Warner, Executive Director
   6100 Southport Rd, Portage, IN 46368
   P: 219.763.6060  F: 219.762.1653
   twarner@nirpc.org
   www.nirpc.org

9. Region III-A Economic Development District & Regional Planning Commission
   Matt Brinkman, Executive Director
   217 Fairview Blvd, Kendallville, IN 46755
   P: 260.347.4714  F: 260.347.4718
   mbrinkman@region3a.org
   www.region3a.org

10. River Hills Economic Development District & Regional Planning Commission
    Jill Saegerer, Executive Director
    300 Spring St, Suite 2A, Jeffersonville, IN 47130
    P: 812.288.4624  F: 812.288.8105
    jsaegerer@riverhills.cc
    www.riverhills.cc

11. Southeastern Indiana Regional Planning Commission
    Susan Craig, Executive Director
    405 W US Hwy 50, PO Box 765 Versailles, IN 47042
    P: 812.689.5505  F: 812.689.3526
    susan.craig@irpc.org
    www.irpc.org

12. Southern Indiana Development Commission
    Greg Jones, Executive Director
    PO Box 442, Logansport, IN 47947
    P: 812.295.3707  F: 812.295.3717
    gjones@sidc.cc
    www.sidc.cc

13. West Central Indiana Economic Development District
    Ron Hinsenkamp, Executive Director
    1718 Wabash Ave
    Terre Haute, IN 47807
    P: 812.238.1561  F: 812.238.1564
    rhinsenkamp@westcentralin.com
    www.westcentralin.com

14. North Central Indiana Regional Planning Council
    Steven Ray, Executive Director
    1525 West Hoosier Boulevard, Suite 204
    Peru, IN 46970
    P: 765.689.4026
    snray@ncirpc.com
    www.ncirpc.com

15. Eastern Indiana Regional Planning Commission
    Jeff Plasterer, Executive Director
    401 East Main Street
    Richmond, IN 47374
    P: 765.977.3907
    jplasterer@gmail.com

Indian Association of Regional Councils
101 W Ohio Street, Suite 1575
Indianapolis, IN 46204
317.829.3658
Partnership Planning & Short Term Planning

• Support Regional Economic Development

• Update and Maintain a Comprehensive Economic Development Strategy (CEDS)

• Provide region’s planning dollars to develop CEDS
University Centers

A partnership of the Federal Government and academia that makes the varied and vast resources of universities available to the economic development community.
Local Technical Assistance

Helps fill the knowledge and information gaps that may prevent leaders in the public and nonprofit sectors in distressed areas from making optimal decisions on local economic development issues

• Economic Cluster Research, Supply Chain Analysis, Feasibility Studies, Manufacturing Strategies, Skillshed Analysis, Gap Analysis, Economic Impact Studies
• Range from $50,000 to $300,000
Public Works Assistance

*revitalize, expand, and upgrade physical infrastructure to attract new industry, encourage business expansion, diversify local economies, and generate or retain long-term, private sector jobs and investment in distressed communities*

- Construction of economic development infrastructure and facilities.
- Range from $200,000 to $3,000,000
Economic Adjustment Assistance

Assist in designing and implementing strategies to adjust or bring about change to an economy, focusing on areas that have experienced or are under threat of serious structural damage to the underlying economic base

• To assist regions suffering from chronic unemployment, loss of major employer or natural disaster
• Strategy or Implementation
• Revolving Loan Fund Program
• Range from $100,000 to $1,250,000
Eligible Applicants

- District Organization
- State, county, city, or other political subdivision of a State, special purpose unit of a State or local government engaged in economic development activities, or a consortium of political subdivisions
- Institutions of higher education
- Non-profit organization in cooperation with officials of a political subdivision of a State
- Indian Tribe or a consortium of Indian Tribes
Area Eligibility

**High Unemployment**
24 month unemployment rate for the region must be greater than 1% of the National Average (Bureau of Labor Statistics)

**Low Per Capita Income**
The PCI for the region must be less than 80% of the National Average. (5-year American Community Survey Data)

**Special Need**
Sudden and severe unemployment event or natural disaster

STATSAMERICA.ORG/DISTRESS
Indiana Eligible Counties (Feb 2020)

Distress – PCI and Unemp

Distress – Disaster Eligibility
Consistent with a Regional Strategy

• Public Works and Economic Adjustment projects MUST be consistent with a current Comprehensive Economic Development Strategy (CEDS)
• Demonstrate the project’s alignment with the regional CEDS or equivalent EDA-accepted economic development strategy
• Demonstrate the extent to which the project is aligned with and integrated into other public or private investments within the community and region
A Few Things EDA **Cannot** Do

**NO** grant awards to for-profit organizations

**NO** grant awards for infrastructure owned by a for-profit organization

**NO** infrastructure on land acquired through eminent domain

**NO** grant awards to non-profits to be used to purchase equity stakes in for-profit entities

**NO** housing projects
Cost Sharing and Matching Funds

EDA awards generally may not exceed 50% of the total project cost.

The applicant must document that the matching share will:

(i) be committed to the project for the period of performance,
(ii) be available as needed, and
(iii) not be conditioned or encumbered in any way that may preclude its use consistent with the requirements of EDA investment assistance.

Note: Match funding must be non-federal, generally
What Makes A Competitive Application?

• Confirmed Match: Cash vs. In-kind
• Geographic Distribution
• Economic Distress
• Return on Investment: Jobs/Private Sector Investment
• Regional Partnerships
• Project is part of a Regional Strategy or CEDS
• Project meets EDA Investment Priorities
How to Apply to EDA

• Submit full applications for Public Works and Economic Adjustment Assistance programs

• Submit full applications for Planning and Local Technical Assistance projects

• EDA intends to review an application within 60 days of EDA’s receipt of the complete application

• Rolling deadlines

• Grant awards are subject to availability of funding
THANK YOU

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Economic Development Representative
kdarton@eda.gov
312-789-9752
The SBA works to ignite change and spark action so small businesses can confidently

START • GROW • EXPAND • RECOVER
Opportunity Zones and SBA

For small businesses:
• HUBZone federal contracting certification
• No-cost counseling through SBA Resource Partners
• Community Advantage Loan Pilot Program
  • At least 60% of loans made in “underserved markets”

For support organizations (Grants.gov):
• Growth Accelerator Fund Competition
  • $3M for High Tech, Small Business Focused Accelerators in 2019
  • Winner: Northeast Indiana Innovation Center
• Makerspace, Training, Collaboration, and Hiring (MaTCH) Pilot Competition
  • $1M competition to help makerspaces train the workforce of tomorrow
  • Winner: RUCKUS Makerspace
• Program for Investment in Micro-Entrepreneurs (PRIME)
  • Coming soon! $5.5 million to help low-income entrepreneurs
  • Winner: Business Ownership Initiative of Indiana
  • Winner: Northeast Indiana Innovation Center
Increasing Your Confidence & Business Smarts

START • GROW • EXPAND • RECOVER
The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.

Approved and funded by the SBA

1,400+ partner offices nationwide

Find local resource partners near you at SBA.gov/local-assistance

SBA.gov/in @SBA_Indiana
Your Local SBA District Office Can Help

Contact Us

Indiana District Office
8500 Keystone Crossing
Suite 400
Indianapolis, IN 46240

(317) 226-7272
SBA.gov/in
@SBA_Indiana

Work With Us

Lindsay Maliqi
*Economic Development Specialist*
(317) 226-7272 x128
lindsay.maliqi@sba.gov
Build Capacity as Your Business Develops

GROW • EXPAND
Need Access to Capital?
The SBA Can Help
Need Funding for Your Business? The SBA Can Help.

1. SBA-backed Loans
2. Private Investors
3. R&D Awarded Funds
4. Surety Bonds
Need a Business Loan to Start, Grow, or Expand?

The SBA works with approved lenders to offer **microloans** and **SBA-backed loans** with:

- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education
How Can an SBA-backed Loan Help You?

• Launch, grow, or repair a start-up
• Start or purchase a small business
• Access revolving credit or working capital for day-to-day expenses

• Purchase, renovate, or expand facilities
• Purchase inventory, equipment, or machinery
• Purchase land or real estate
• Export a product or service
SBA Indiana Loan Statistics FY 2019

(Oct. 1, 2018 – Sept. 30, 2019)

- 1,163 SBA Loans
- $484 Million in SBA Approvals
- $627 Million in Total Dollars Supported
- 109 Participating Lenders
- 431 Loans to New Businesses
- 97 Microloans for $2.1 Million
- 1,996 Lender Match Requests

Casey Wright
President/CEO
NinjaZone LLC

2019 SBA Indiana Small Business
Person of the Year

SBA.gov/in
@SBA_Indiana
Increase Your Chances of Securing a Loan

Lenders want to know they’re making a smart choice by giving you a loan. Your local SBA Resource Partners can help you develop your:

- Business plan
- Expense sheets
- Financial statements
- Financial projections
Find an SBA-approved lender that’s right for you by visiting SBA.gov/lendermatch
Reimagine Your Potential as You Branch Out
Are You Ready to Consider Federal Contracting?

The world’s largest customer, buying all kinds of products & services

Required by law to provide contract opportunities to small businesses

Evaluate your readiness & learn more by visiting SBA.gov/contracting
The SBA Can Help You Evaluate Your Readiness

Federal contracting can represent a very profitable market for your business—but it can also be extremely complex to get started and thrive. The SBA can help you determine if your business is ready for federal contracting by assessing your:

- Marketability
- Structure and experience
- Systems and capacity
- Ability to find contracts
Qualify for Federal Contracts with Certifications

The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the SBA’s contracting programs including:

- 8(a) Business Development Program / Small Disadvantaged Business
- Historically Underutilized Business Zones (HUBZone) Program
- Women-Owned Small Business (WOSB) Program
- Service-Disabled Veteran-Owned Small Business (SDVOSB) Program

Learn more and determine your eligibility at certify.SBA.gov
## Federal Contracting

### Fiscal Year 2018 Spending

**Nationwide** -- $560B  
**Indiana** -- $847M

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
<th>National</th>
<th>Indiana</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>23%</td>
<td>25.05%</td>
<td>23.41%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>$120.8B</td>
<td>$208.7M</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone (HUBZone)</td>
<td>3%</td>
<td>2.05%</td>
<td>0.75%</td>
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<tr>
<td></td>
<td></td>
<td>$9.9B</td>
<td>$27M</td>
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<tr>
<td>Women Owned Small Business (WOSB)</td>
<td>5%</td>
<td>4.75%</td>
<td>5.53%</td>
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<tr>
<td></td>
<td></td>
<td>$22.9B</td>
<td>$200M</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB) / 8(a)</td>
<td>5%</td>
<td>9.65%</td>
<td>7.65%</td>
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<tr>
<td></td>
<td></td>
<td>$46.5B</td>
<td>$276.6M</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business</td>
<td>3%</td>
<td>4.27%</td>
<td>3.45%</td>
</tr>
<tr>
<td>(SDVOSB)</td>
<td></td>
<td>$20.6B</td>
<td>$124.9M</td>
</tr>
</tbody>
</table>
All Small Mentor Protégé Program

Gain valuable business development insight from mentors who are experienced government contractors. Mentors can help you:

- **Strategize** contracting & partnership opportunities
- **Navigate** the bidding and acquisition process
- **Manage** contracts by securing the appropriate business and financial systems, resources, and financial assistance

SBA.gov/in
@SBA_Indiana
Who Can Help?

www.in.gov/indiana-ptac
Triumph Over Adversity

RECOVER
Disasters Happen. Prepare Your Business.

An estimated 25% of businesses don’t reopen after a major disaster.*

Businesses can protect themselves with an up-to-date plan of action.

Prepare your business & learn more by visiting SBA.gov/prepare

*According to the Institute for Business and Home Safety (IBHS).
SBA Disaster Assistance Loans

Each year, the SBA provides billions of dollars in low-interest, long-term disaster loans to help small businesses, homeowners, and renters recover from declared disasters. Loans may cover:

- Real Estate
- Personal Property
- Economic Injury
- Machinery & Equipment
- Inventory
- Active Duty Military
Stay in Touch with SBA

- **E-news**—monthly newsletter and email blasts on happenings in your area
  - **Sign up!** Text “SBA” to GOV311 (468311) or go to [www.sba.gov/updates](http://www.sba.gov/updates)

- **Website**—event calendar and class registration, business success stories, press releases, e-news updates, loan and program information, office staff, online resource guide and more.
  - [www.sba.gov/in](http://www.sba.gov/in)

- **Social media**
  - Twitter: [@SBA_Indiana](https://twitter.com/SBA_Indiana)
  - Facebook: [www.facebook.com/SBAgov](http://www.facebook.com/SBAgov)
  - Instagram: [@sbagov](https://instagram.com/sbagov)

- **Resource Guide**—Updated annually; available in hard copy and on the [SBA Indiana website](http://www.sba.gov); new guide available now! (Pictured)
How are we doing?

Please take a minute to let us know

www.sba.gov/feedback
PART II

Hidden Advantage of Opportunity Zones:

AFFECT OUTCOMES
A) The Opportunity Zones *initiative* is supported by a broad *political* coalition.

B) Opportunity Zones are geographically and a ubiquitous federal consideration.
ACTION 1

Share your perspective with lawmakers at the federal, state, and local levels through standard public input protocols:

- Federal register RFIs
- Consolidated planning
- Public hearings

“It works.”
ACTION 2

Identify opportunities to layer state and local tools to maximize the local value of the temporary federal priority.

- Custom competitive terms
- Custom policy treatment
- Special tax/zoning treatment

“Lots of others are doing it.”
ACTION 3

Promote the public interest by proactively coordinating community partnerships to establish a shared agenda.

• Provide LEDOs “market insight”
• Maximize non-local resources
• Collectively join IOI Consortium

“It’s harder than it sounds.”
TAKEAWAYS

1. The hidden advantage of Opportunity Zones is the broad array of federal actions beyond the tax incentive for investments that have equal or greater potential to impact local community and economic development.

2. To affect outcomes of the federal initiative, you can organize locally, shape policies to suit local development priorities, and consistently share your perspective with policymakers.
THANK YOU