

Hawaii OZ Discussion

August 13th, 2025

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BALTIMORE

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Quick Primer on Arctaris + My Background

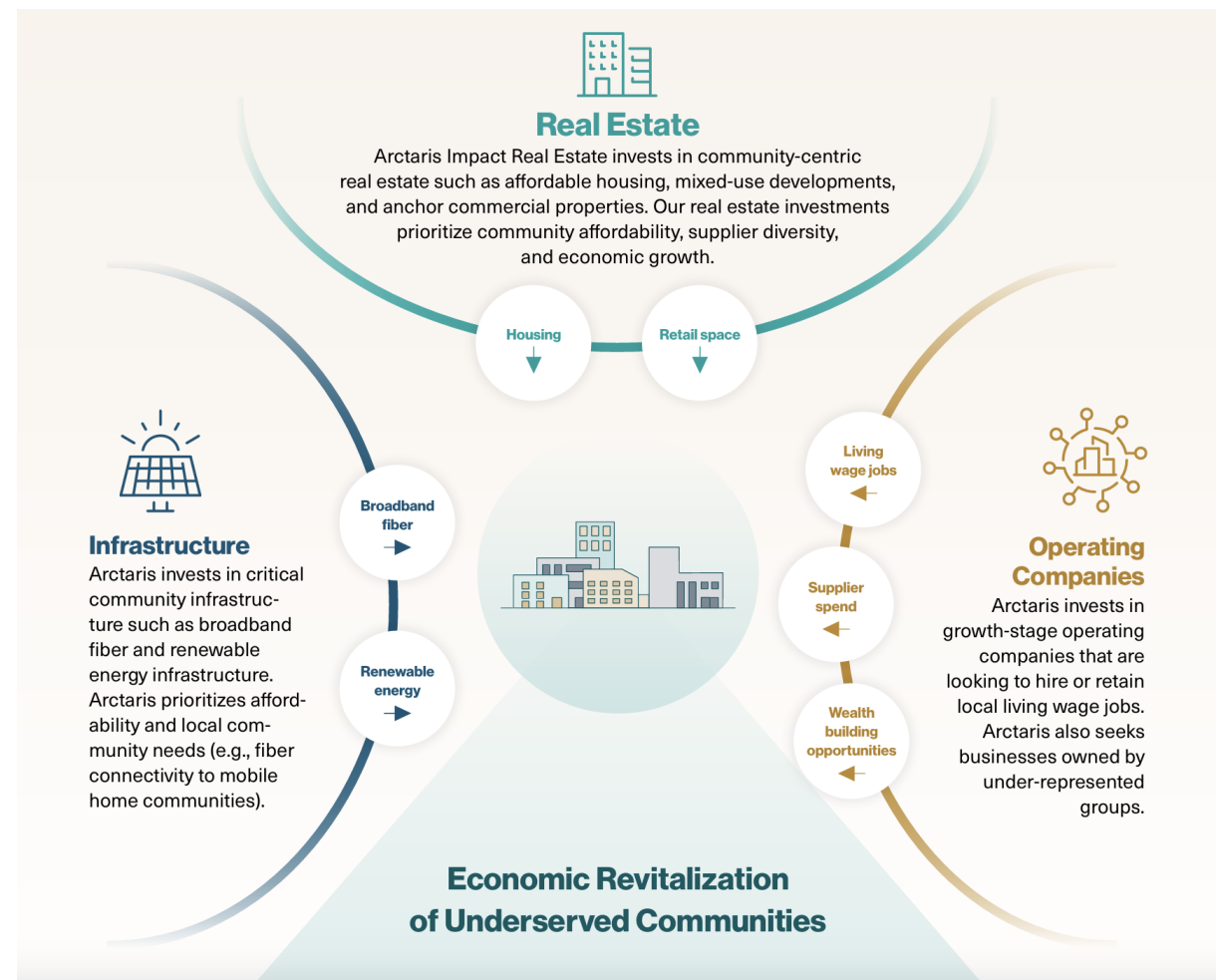
Current:

- **Managing Director,**
Arctaris Impact Investors

Previous:

- **State of Utah Opportunity Zone Task Force Director;**
- **Executive Director**
Sorenson Impact Institute
 - Recipients of grants from EDA, White House Office of Social Innovation for OZ work and “Pay-for-success” development funding

Arctaris Investment and Impact Approach



Opportunity Zone Investment Examples

Emphasizing community impact, local collaboration, and blended capital models

1411 Flower Street: Los Angeles, CA
Affordable Housing



Impact: Affordable housing supporting formerly homeless individuals

Local Partners: LAHSA, United Way, Housing Diversity Corp.

Circuit Avenue: Detroit, MI **Single Family Homes**



Impact: Affordable housing with a path to home ownership

Local Partners: Circuit Avenue

Erie Flagship: Erie, PA Downtown
Revitalization



Impact: Revitalizing downtown, job creation, affordable/market housing

Local Partners: EDDC, Erie CF, Erie Insurance

STRICTLY CONFIDENTIAL

Source: Economic Innovation Group

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Example Tools For OZ Investments Locally

Opportunity Zone Recovery Playbook

- Published in 2022
- Partners included Sorenson Impact, Utah Governor's Office of Economic Opportunity, Department of Commerce (EDA), and the Utah Association of Counties.

Core Focus Area

- The playbook emphasized **local leadership** in driving OZ investment, including several key steps:
 - Plan for community outcomes and social impact,
 - Build your local team,
 - Understand investors,
 - Leverage incentives,
 - Create a community vision and "project menu,"
 - Connect with investors.

