

12:10:42 From Dee Walsh, Mercy Housing : Alan, good to see the pandemic has not dampened your spirit.

12:10:45 From Keith Franklin - New Urban Dev. : I concur with Alan!

12:17:18 From Tom, HPN : Jim, I understand this is enterprise capital, but what do you plan to use it for?

12:18:09 From Sean Spear - Community HousingWorks (CA) : So this was a publicly-offered 501(c)(3) Bond issuance?

12:20:09 From john welsh - AHC to Fabian Williams HPN(Privately) : what did Jim say the bond offering amt?

12:21:35 From Fabian Williams HPN to john welsh - AHC(Privately) : I didn't catch it. But I can ask for you

12:22:16 From Tom, HPN : If this is a tax exempt bond did you have to identify all the projects and do a TEFRA hearing?

12:22:36 From Diane Borradaile, Capital Impact Partners : How do you manage the negative arbitrage?

12:22:47 From Fabian Williams HPN to Kim, HPN(Privately) : john welsh asked - what did Jim say the bond offering amt?

12:23:09 From Kim, HPN to Fabian Williams HPN(Privately) : \$100MM

12:23:31 From Fabian Williams HPN to john welsh - AHC(Privately) : \$100MM

12:23:46 From Alan Arthur, Aeon : Did you have any pre-ready buyers for some of the bonds?

12:23:50 From Liz Tracey Jamboree : Did you price the offering at muni/tax exempt rates? Was there a large differential?

12:23:59 From Kimberly Latimer-Nelligan LIIF : It may be confidential, but were any investors new to AH and/or comm dev investing?

12:24:16 From Alan Arthur, Aeon : REad em

12:25:24 From Sean Spear - Community HousingWorks (CA) : Did you do a Road Show?\

12:29:59 From Alan Arthur, Aeon : <https://www.sustainalytics.com/>

12:30:19 From Kim, HPN : Was just going to do that, Alan - thanks!

12:31:51 From Alan Arthur, Aeon : To clarify, Jim, did "Sustainalytics" rate YOU (the organization) or rate the bond issuance, or both in some way?

12:33:21 From Mick Vergura-MidPen Housing : Any lessons learned...are there any elements that you would do differently with the offering in hindsight?

12:33:57 From john welsh - AHC : did investors raise any concerns about water? fire? etc.?

12:35:00 From Sarah Harris (Aeon) : Can any of your materials be shared? (scrubbed to protect confidential data)

12:35:40 From Alan Arthur, Aeon : I had forgotten what ESG stood for. In case anybody else had, ESG stands for Environmental, Social and Governance – three categories that enable businesses to measure the real sustainable and societal impact of their outputs. Our acronyms! ESG, LIHTC, HUD, OMG...

12:39:21 From Sean Spear - Community HousingWorks (CA) : Yes, Marian Zucker at S&P has really tried to expand their reach into the affordable space. Comfortable with Housing Finance Agency space, and want to expand their presence

12:40:54 From Tom, HPN : Marian and her team told HPN they were very interested in building out the nonprofit developer marketplace.

12:45:53 From Alan Arthur, Aeon (MN) : Involved to get access to more capital??? Absolutely.

12:46:26 From Tanya Hahn National Church Residences : if you can send the CUSIP number you can find it on the muni OS or EMMA website

12:47:04 From Mick Vergura-MidPen Housing : Congrats Jim on your success with this!!

12:47:14 From Alan Arthur, Aeon (MN) : Very useful. Thank you, Jim!

12:51:05 From Kim, HPN : meaningful partnerships take time!

12:52:57 From jim mather : BRIDGE bond roadshow and OS: <https://www.munios.com/munios-notice.aspx?e=4QCYC>

12:53:08 From Kim, HPN : Thanks, Jim!

12:55:56 From Mary Murtagh : Kimberly is there a written description of SAFE and your platform we could find?

12:56:44 From Kim, HPN : Mary - here is the press release, at least for an overview: <https://www.liifund.org/news/post/liif-sahf-naht-new-affordable-housing-partnership/>

12:57:37 From Kim, HPN : And here's a related Op-ed: https://www.housingfinance.com/finance/tackling-the-affordable-housing-crisis_o

12:58:25 From benjamin greenberg : Kim... really amazing stuff! thank you!

13:07:57 From Kim, HPN : More on EDI from CIP: <https://www.capitalimpact.org/what/capacity-building/equitable-development-initiative/>

13:08:29 From Kim, HPN : Fact sheet: https://www.capitalimpact.org/wp-content/uploads/2019/08/Capital_Impact_Partners_Equitable_Development_Initiative_Factsheet.pdf

13:11:46 From Tom, HPN : Kim, has this initiative opened up capital opportunities for the developers who have participated? Does CIP provide capital to the developers?

13:12:32 From Michelle BlueHub Capital : Diane, so interesting! How did CIP fund and staff the EDI program? Has the EDI program helped CIP build a pipeline of BIPOC borrowers?

13:16:17 From Keith Franklin - New Urban Dev. : Diane, sounds like you all are doing great work! Has CIP had any discussions about expanding the program to South Florida (Miami)?

13:26:05 From Nancy W-H, Reinvestment Fund : Gotta run. Thanks Jim, Kim and Diane - great info.

13:27:18 From Keith Franklin - New Urban Dev. : Thank you all for sharing.