

HOUSTON OPPORTUNITY ZONE CONFERENCE

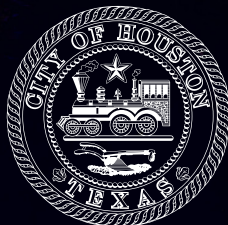
October 21, 2019

Connecting Investors
& Communities



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Welcome to the City of Houston’s Opportunity Zones Conference.

This is an important conference for our city, communities and each of the stakeholder groups represented on the panels and in the audience. The Opportunity Zone Initiative is an extensive and inclusive community revitalization program introduced by the federal administration and supported by state and local governments. Over time, this program has the potential to stabilize and energize communities to reach their highest and best potential.

The federal administration’s intent for this program is to attract investment to deliver transformative and impactful projects. My intent for how this program operates in Houston is to encourage investment for “community-led, community-benefitted” projects in the areas of our city that have the most need and the highest potential.

Every neighborhood should be a neighborhood of promise, hope, and opportunity, but many of the neighborhoods lack access to affordable housing, grocery, and work centers. More than half of Houston’s OZs are in the 10 under-resourced areas of Houston that I designated as Complete Communities. The communities developed plans that include transformational community supported projects.

The Tax Cuts and Jobs Act has provided cities with a valuable tool to attract investment into underinvested communities while leveraging local and state resources. However, it will require a shared vision, a passion for Houston, cooperation and partnerships to turn the OZ program’s intention into reality.

Thank you to our supporters from Washington for being here today and providing us with the most recent Opportunity Zone regulatory updates and the many actions that have been taken to date to further leverage the OZ investment. We share a common goal of providing access and resources to improve outcomes for all of our citizens.

And I thank each of you for your time, attendance and participation in this event. I hope that you will engage and actively interact with panelists and other attendees to learn how you can become a part of the Houston OZ success.

Warm Regards,

A handwritten signature in black ink that reads "Sylvester Turner".

Sylvester Turner
Mayor

Conference Agenda

8:00 a.m. – 8:30 a.m. **Registration and Networking**

8:30 a.m. – 9:00 a.m. **Welcome**

Steve Stephens, Chief Executive Officer, Amegy Bank

Mayor's Address to Business Leaders and Investors

Sylvester Turner, Mayor, City of Houston

9:00 a.m. – 10:00 a.m. **Policy Update: Regulations and Leveraging Federal Programs**

Overview of Opportunity Zone program and best practices around the US.

Moderator:

Robbi Jones, President, Kipling Jones & Co.

Panelists:

Larry Jackson, Program Advisor to the Assistant Secretary, Office of Community Planning & Development, U.S. Department of Housing & Urban Development

Scott Turner, Executive Director, White House Opportunity and Revitalization Council

Daniel Kowalski, Counselor to the Secretary, U.S. Department of the Treasury

10:00 a.m. – 10:15 a.m. **Opportunity Houston: Opportunity Zones from a Local Lens**

A presentation of Houston's economic strengths and prospective areas for economic and community development.

Bob Harvey, President and Chief Executive Officer, Greater Houston Partnership

10:15 a.m. – 10:45 a.m. **Complete Communities: The Geography and The Community**

A visual presentation and conversation about the investment possibilities at the intersection of community priorities and Opportunity Zones.

Bill Fulton, Director of Kinder Institute for Urban Research, Rice University

Shannon Buggs, Director, Office of Complete Communities, City of Houston

10:45 a.m. – 11:45 a.m. **Navigating Houston: 86 Square Miles of Opportunity**

The panelists will introduce technology and analytics platforms that will connect investors with developers and projects.

Moderator:

Bill Fulton, Director of Kinder Institute for Urban Research, Rice University

Panelists:

Jon Eisenstein, President, CapZone Analytics

Youngro Lee, Chief Executive Officer and Co-Founder, NextSeed

Hasan Kazmi, Director & Head of Partnerships – Studio, Citi Ventures

Shannon Buggs, Director, Office of Complete Communities, City of Houston

- 11:45 a.m. – 12:30 p.m. **Getting It Done: Building in the Zone**
The panel will present a spectrum of current multidimensional, high impact development projects in Houston's Opportunity Zones
- Moderator:**
Andy Icken, Chief Development Officer, City of Houston
- Panelists:**
Kirby Liu, Director, Lovett Commercial
Chris Rector, Managing Director, Hines
Jamie Bryant, Chief Operating Officer, Midway
Lee Zieben, President and Founder, Zieben Group
Susan Davenport, Senior Vice President of Economic Development, Greater Houston Partnership
- 12:30 p.m. – 1:45 p.m. **Lunch**
- 1:45 p.m. – 2:30 p.m. **Investor Perspective: Return Matters**
Opportunity Zone investors will present a lens into how to structure projects to attract capital.
- Moderator:**
Mary Burke Baker, Government Affairs Counselor, K&L Gates
- Panelists:**
Todd Binet, Chief Executive Officer, Appareo Capital
Matthew McGuire, Vice Chairman, Capzone Impact Investment
Don Cogsville, President, The Cogsville Group
Daniel Topple, Senior Vice President, Customers Bank
Terry Morales, Executive Vice President, Amegy Bank
- 2:30 p.m. – 3:10 p.m. **Focused Development: Layering Resources for Social and Economic Impact**
Focused development within high priority neighborhoods, while discussing access to capital, the criticality of public funding and other challenges.
- Moderator:**
Patrick Ezzell, Managing Director of Economic Development and Infrastructure, East End District
- Panelists:**
Darren Sloniger, President and Chief Investment Officer, Marquette Properties
Courtney Johnson Rose, Chief Executive Officer, George E. Johnson Developers
Kristian Teleki, Senior Vice President of Development, Matthews Southwest
Adam Miller, Treasurer & Deputy Chief Financial Officer, Matthews Southwest
- 3:10 p.m. – 3:30 p.m. **Transition to Breakout Sessions**

3:30 p.m. – 4:15 p.m.

Breakout Sessions

OZ and Housing: A Solid Framework for Workforce Housing

This panel will discuss the planning and structure of QOZF housing development projects, illustrating how to best leverage the components of the City's various programs.

Moderator:

Larry Jackson, Program Advisor to the Assistant Secretary, Office of Community Planning & Development, U.S. Department of Housing & Urban Development

Panelists:

Mary Lawler, Executive Director, Avenue CDC

Charles E. Frazier, Managing Principal, Gateway Partners

Tom McCasland, Director, HCDD

Antoinette Jackson, Principal, The Banks Law Firm

Courtney Rose Johnson, Chief Executive Officer, George E Development

Allison Hay, Executive Director, Habitat for Humanity

QOFs: The Non-Real Estate Application - Business Enterprises

This session will dive into the equity and capital possibilities for businesses desiring to expand within or relocate to an Opportunity Zone.

Moderator:

Bob Eury, Executive Director, Downtown Management District

Panelists:

Matthew T. McGuire, Vice Chairman, CapZone Impact Investments

Mary Burke Baker, Government Affairs Counselor, K&L Gates

Youngro Lee, Chief Executive Officer and Co-Founder, NextSeed

Gracie Rodriguez, Chief Executive Officer and Executive Director, Impact HUB

Gaby Rowe, Chief Executive Officer, Station Houston

All in the Details

Investors, developers and business owners will have an opportunity to learn directly from the professionals about the technical details of the Opportunity Zones Program including regulatory, legal, taxes, real estate and business applications.

Moderator:

David Morgan, Partner, D. Morgan & Partners

Panelists:

Deborah Byers, EY Americas Sector Leader and US Oil & Gas Leader, Ernst & Young

Susan H. Lents, Partner, Akin Gump

Franklin D. R. Jones, Jr., Shareholder, Greenberg Traurig, LLP.

Jon Eisenstein, President and CTO, CapZone Analytics

Robert J. Wheat, Director, Price Waterhouse Coopers, LLC

4:15 p.m.

Reception

Closing Remarks by Angela Blanchard.

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