

Opportunity Zones Workshop: How Opportunity Zones Can Work for DC Entrepreneurs and Operating Businesses

Tuesday, February 26, 2019 | 8:30 AM - 11:30 AM

R.I.S.E. Demonstration Center, 2730 Martin Luther King Jr. Avenue, SE, Washington, DC 20032

8:30 AM: Breakfast and Registration

9:00 AM: Welcome and Introductions

- **Vincent Orange**, DC Chamber of Commerce
- **Karima Woods**, Office of the Deputy Mayor for Planning & Economic Development

9:10 AM: Opportunity Zone Incentive 101

- Presented by **Christopher Lee**, Milken Institute

9:20 AM: Facilitated Panel Discussion: Opportunities and Challenges Facing DC Businesses in OZs

Moderator: Harold Pettigrew, WACIF

- **Fonta Gilliam**, Invest Sou Sou
- **Robert Kinsler**, DC Fray
- **Rahama Wright**, Shea Yeleen

Audience Q&A w/Businesses

10:00 AM: How Opportunity Zones Can Work for DC Businesses & Entrepreneurs

*5-minute introductory remarks from OZ experts

- **Ross Baird**, Blueprint Local: Insights from Other Markets; Structuring OZ Deals to Work for Businesses
- **Christopher Lee**, Milken Institute: Investors' Perspective on OZ Business Deals
- **Melissa Bradley**, 1863 Ventures: How Data Can Clarify the Business Risk/Return Profile
- **Tony Thomas**, Harbor Bankshares Capital Corporation: Compliance; Return Expectations
- **Anthony Ackil**, Streetlight Ventures: Combining Small Business With Real Estate

10:25 AM - Panel Discussion: How Opportunity Zones Can Work for DC Businesses and Entrepreneurs

Moderator: Fonta Gilliam, Invest Sou Sou

Audience Q&A with OZ experts

11:00 AM: Discussion Close Out & Next Steps

11:00 - 11:30 AM: Networking



Opportunity Zones Workshop:

How Opportunity Zones Can Work for DC Businesses and Entrepreneurs

Speakers

Robert Kinsler
DC Fray
Founder & CEO

DC Fray is an innovative small business enterprise making fun possible throughout the District. DC Fray's innovative concept has evolved beyond sports to a full recreation and lifestyle company. DC Fray is a veteran-owned and operated business in one of Ward 5's opportunity zones employing 20+ FTEs and hundreds of part-time workers in DC with a presence in 3 other cities. Through Kinsler's leadership, DC Fray was named one of the Inc. 5000's fastest growing companies each year since 2016, and has generated nearly \$15 million in revenue since its founding and far surpassed that level of general economic impact through its vendor and partnership relationships.

Fonta Gilliam
Invest Sou Sou
Founder & CEO

Located in Southeast DC, Invest Sou Sou is a fintech company that has developed a smart social banking account designed to help people save, build strong credit and invest with peers at their local community bank. Banks license Sou Sou technology to cultivate low cost deposits and credit-ready borrowers in a secure and cost effective way. Invest Sou Sou was voted 2018 Sustainability and Innovation Business of the Year by DSLBD and has been recently showcased in the 2019 World Government Summit in Dubai, Forbes, the Washington Business Journal and the American Bankers Association.

Harold Pettigrew
Wacif
Executive Director

Leader of one of the metropolitan area's leading Community Development Financial Institution's (CDFI) and is responsible for Wacif's overall strategic direction, financial management, and performance. Harold has spent his career in economic development, with nearly 20 years of experience in small business development, venture capital investing, transportation and transit, workforce development and public sector management.

Ross Baird
Blueprint Local
Founder

Ross founded Blueprint Local, a platform to help entrepreneurs and community projects access capital. Prior to launching Blueprint Local, Ross founded and led Village Capital, a global venture capital firm which has supported more than 100 early-stage entrepreneurs through its investment readiness programs. He also works with the Ewing Marion Kauffman Foundation as an Innovator-in-Residence, helping pilot new strategies to expand capital to the more than 81% of entrepreneurs who do not get a loan or receive venture capital.

Christopher Lee
Milken Institute
Director, Center
for Financial
Markets

Lee has previously worked as an entrepreneur, civil servant, private equity investor, and investment banker. He has completed transactions in nearly 30 countries and more than 10 sectors, including technology, financial services, healthcare, real estate, and telecommunications. Lee has led research on innovative finance, and his writing has appeared in MIT University Press, Reuters, American Banker, The Hill, and other publications. Lee is a director of the Milken Institute, a non-partisan, non-profit think tank focused on widening access to capital, creating jobs and improving health.

Melissa Bradley
1863 Ventures,
Managing Partner

Melissa is Managing Partner of 1863 Ventures, a business development program that accelerates New Majority entrepreneurs from high potential to high growth. She is also an adjunct professor at Georgetown University where she teaches impact investing, social entrepreneurship, P2P economies and innovation. Melissa is also an experienced investor and asset manager. In these roles she has facilitated over \$25M in investments and managed \$200M+ AUM.

Tony Thomas
Harbor Bank
Managing Director
Portfolio Manager
Private Equity Division

Mr. Thomas serves as Managing Director of Harbor Bankshares Capital Corporation and has over 25 years of investment management experience. Prior to joining Harbor Bankshares Mr. Thomas was President of MT Holdings, a strategic advisory Firm, founding Managing Director of SCI Ventures, a family office investing primarily in media, communications and technology companies and a General Partner of Syncom Venture Management, a manager of institutional venture capital funds.

Anthony Ackil
Streetlight Ventures

Anthony Ackil grew up in Canton, Massachusetts. Along with his best friend, Jon Olinto, Anthony co-founded b.good LLC, a Boston-based healthy fast casual chain dedicated to using food to improve communities, in 2004. For 15 years Anthony was the CEO of b.good, which currently operates over 80 fast casual restaurants in 10 states, with additional locations in Canada, Switzerland and Germany. In 2014 b.good founded the b.good Family Foundation, a 501c3 organization that issues quarterly micro-grants to enable individuals to make positive change in our communities.

Rahama Wright
Shea Yeleen

Rahama started her social impact skin-care company Shea Yeleen at age 23. Her line of handmade shea butter products use ethically sourced ingredients from women-owned cooperatives in Ghana providing living wages to producers. Rahama has secured retail distribution for her products in 120+ Whole Foods Markets and MGM Resorts International and her company has secured features in outlets like O, The Oprah Magazine, Forbes Woman Africa, MSNBC, and CNBC Africa. In 2014 during the Obama administration, she was appointed to the Presidential Advisory Council on Doing Business in Africa.