

**FORTERRA**

2.24.17

**THE FORTERRA  
STRONG COMMUNITIES  
FUND**

**SO WE GROW INTO THE BEST  
PLACE POSSIBLE**

# DISCLAIMERS

This presentation does not constitute an offer to sell securities or a solicitation of an offer to buy securities. Any such offer or solicitation will be made, if at all, only by means of adequate and accurate disclosures about Forterra Strong Communities Fund I, LP (the “Forterra Fund”) and its business plans, objectives and related risks and uncertainties.

This presentation contains “forward-looking statements” that represent our beliefs, projections and predictions about future events. These statements are necessarily subjective and involve known and unknown risks, uncertainties and other important factors that could cause our actual results, performance or achievements, or industry results, to differ materially from any future results, performance or achievement described in or implied by such statements, including statements relating to: (a) the Forterra Fund’s investment criteria, expenses and return on investment; and (b) the Forterra Fund’s ability to locate acceptable real property investments.

Actual results may differ materially from the expected results described in our forward-looking statements, including with respect to: Forterra’s ability to replicate prior performance as the sponsor of the Forterra Fund’s investment activities; competitive risks, including competitive activities of third parties with respect to acquisition and development of acceptable real property; risks associated with investment and development of real property; risks inherent in strategic relationships, including those with Forterra as the sponsor of the Forterra Fund; and additional risks based on the Forterra Fund’s intention to acquire and develop real property for community benefit. Actual results may differ materially from these estimates under different assumptions or conditions. The Forterra Fund assumes no obligation to update any forward-looking statements or information, which are in effect as of their respective dates.

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# RAPID GROWTH CALLS ON US TO STEP UP, COMMIT TO AND INVEST IN KEEPING OUR REGION SPECIAL.

**THAT'S WHY FORTERRA LAUNCHED THE FORTERRA STRONG COMMUNITIES FUND IN 2016— A TOOL TO ACCELERATE THE STRENGTHENING OF OUR COMMUNITIES BY POOLING, LEVERAGING AND DIRECTING SOCIAL INVESTMENT CAPITAL.**

- Public health outcomes are driven by where we live, work and play. The connections between our natural, built and social worlds are indisputable. We've saved lands to protect place; now we'll invest in lands to also safeguard people.
- This \$50M private equity fund buys and deploys targeted community real estate to grow neighborhoods into welcoming and affordable places for all and to keep ecosystems vital.



**THIS IS WHAT OUR COMMUNITIES CAN BECOME WITH  
UNSUSTAINABLE AND UNHEALTHY GROWTH.**



**BY ACCESSING NEW CAPITAL MARKETS TODAY,  
OUR COMMUNITIES CAN LOOK LIKE THIS TOMORROW.**

WHY FORTERRA

## SUSTAINING OUR REGION

**WE THINK BOLDLY. WE LOOK AHEAD.  
WE ASK 'WHAT IF.'**



- Forterra focuses on land as the most fundamental catalyst to the health of our ecosystems and cities.
- We take on tough real estate challenges, negotiate agreements, secure financing and forge lasting deals.
- We bridge the gap between public and private entities. We bring experts, community leaders and funding sources to the table to transform communities.
- We partner with nonprofits to transact real estate that underpins their missions, governments to deliver on community goals, and developers to create great projects.

**WE'VE NEGOTIATED THE ACQUISITION OF \$500M OF  
PROPERTY AND PROTECTED 250,000 ACRES OF LAND.**

# A PROVEN TRACK RECORD

FORTERRA HAS COMPLETED OVER **OVER 400 REAL ESTATE PROJECTS**. WE KNOW HOW AND WHEN TO BUY AND SELL TO PROTECT LANDSCAPES AND STRENGTHEN COMMUNITIES.

FOUR GREAT EXAMPLES OF THIS SUCCESS:

1

## EAST LAKE SAMMAMISH RAILROAD—URBAN TRAIL (1997)

- Acquired the 11 missing miles in the 75-mile trail network connection Seattle-Bellevue metropolitan area used by 100,000 people annually
- Coordinated complex negotiations and overcame significant legal issues with Redmond, Sammamish, Issaquah, Federal Surface Transportation Board, a railroad and over 100 private landowners
- Raised and repaid the required \$3M

**\$50** MILLION

OF REAL ESTATE  
ACQUIRED FOR  
\$3 MILLION

2

## CONSERVATION INVESTMENT FUND—INVESTOR FUND (2004)

- Launched, managed and completed our first private investment fund
- \$4M fund financed 1,500 acres of park and natural areas worth \$10M
- Financially outperformed most ‘market-rate’ investments over 5-year duration

1<sup>st</sup> PRIVATE  
EQUITY  
FUND

OF ITS KIND IN  
THE NATION



# A PROVEN TRACK RECORD

3

## TEANAWAY RIVER VALLEY—MASSIVE CONSERVATION PROJECT (2012)

- Protected 56,000 acres of eastern Washington at risk of conversion to sprawl
- Pivotal component of multi-stakeholder agreement to sustain wildlife, recreation, fishing and farms
- Persevered over 10 years with the purchase and disposition of largest and most significant property in Washington in over five decades

**\$97** **MILLION**  
**COMPLEX PURCHASE  
AND DISPOSITION**

4

## WAYNE GOLF COURSE—URBAN 'CENTRAL PARK' (2016)

- Acquired one of the largest, prime development properties in central Puget Sound region
- Diffused community tensions and political controversy by negotiating a complex transaction that has enabled people to reunite
- Obtained over \$11M in interim bank financing through an innovative structure involving loan guarantees from almost 20 civic leaders and foundations
- Engaged in securing permanent preservation financing from government partners

**89** **ACRES**  
**SAVED FOR BOTHELL'S  
'CENTRAL PARK'**

FORTERRA STRONG COMMUNITIES FUND

## INVESTMENT OPPORTUNITY

**THE FORTERRA FUND GIVES YOU A WAY TO INVEST IN COMMUNITY REAL ESTATE FOR SOCIAL AND ENVIRONMENTAL IMPACT AND RECOUP INVESTED CAPITAL PLUS 2% ANNUAL RETURN.**

**DUE TO THE FUND'S CHARITABLE PURPOSES, INVESTMENTS IN THE FUND MAY COUNT AGAINST A PRIVATE FOUNDATION'S ANNUAL 5% MINIMUM PAYOUT REQUIREMENT AS A "PROGRAM-RELATED INVESTMENT." EACH FOUNDATION SHOULD CONSULT THEIR OWN TAX ADVISOR.**

## INVESTMENT OPPORTUNITY

**AS A FORCE MULTIPLIER,  
FORTERRA MAGNIFIES THE STRENGTH  
OF COMMUNITY ORGANIZATIONS.**

**FORTERRA WILL INVEST FROM MAIN STREETS TO TRANSIT STREETS, PROMOTING INCLUSION IN ALREADY FLOURISHING NEIGHBORHOODS AND IMPROVING QUALITY OF LIFE IN OUR POOREST NEIGHBORHOODS—WHERE RESIDENTS ARE DRAMATICALLY LESS HEALTHY AND LIFE EXPECTANCIES AS MUCH AS 13 YEARS SHORTER.**



MAIN STREET



TRANSIT STREETS

# INVESTMENT OPPORTUNITY

**INVESTORS IN THE FUND WILL HELP OUR REGION MEET THE CHALLENGES OF GROWTH WHILE RECOUPING INVESTED CAPITAL PLUS 2% ANNUAL RETURN:**

## COMMUNITY SOCIAL RETURNS

- QUALITY HOUSING FOR ALL INCOME LEVELS
- SAFER, MORE WALKABLE NEIGHBORHOODS
- ACCESS TO JOBS AND ECONOMIC MOBILITY
- IMPROVED HEALTH AND WELL-BEING



## COMMUNITY ENVIRONMENTAL RETURNS

- INCREASED TRANSIT RIDERSHIP
- REDUCED VEHICLE MILES TRAVELED
- REDUCED GREENHOUSE GAS EMISSIONS
- LESS SPRAWL
- MORE PARKS, EASIER ACCESS



## COMMUNITY ECONOMIC RETURNS

- INCREASED REAL ESTATE VALUES
- IMPROVED TAX BASE
- LOWER HEALTHCARE COSTS
- GREATER ECONOMIC EQUITY
- INCREASED OPPORTUNITIES FOR SMALL BUSINESS
- BETTER RECRUITMENT/LESS TURNOVER

## HOW THE FUND WORKS

**AFTER VERIFYING FINANCIAL FEASIBILITY, WE WILL SELECT PROPERTIES FOR IMPACT USING NATIONALLY PROVEN ASSESSMENT TOOLS:**



### NEIGHBORHOOD SCORE

IDENTIFIES NEED AND OPPORTUNITY AT NEIGHBORHOOD SCALE



### PROJECT SCORE

EVALUATE A PROJECT'S POTENTIAL BENEFITS



### EVALUATION SCORE

WEIGHTED AVERAGE: PROJECT'S CAPACITY (75%) TO ADDRESS NEIGHBORHOOD NEEDS (25%).

Potential projects will be selected, and desired benefits defined and scoped in concert with a community-based partner.

# HOW THE FUND WORKS

ASSESSMENT OF NEIGHBORHOOD NEEDS AND OPPORTUNITIES	WEIGHT
<b>Basic Needs</b> English language, healthy foods, income, poverty, affordability, minority population, transportation	<b>30%</b>
<b>Health &amp; Wellness</b> Cancer mortality, cardiovascular mortality, disability, life expectancy, birth weight, obesity	<b>20%</b>
<b>Neighborhood &amp; Community</b> Transportation modes, transit access and frequency, auto accidents, walkability	<b>20%</b>
<b>Economy</b> College attainment, employment accessibility, unemployment	<b>15%</b>
<b>Environment</b> Environmental justice, parks and open space	<b>15%</b>

ASSESSMENT OF PROJECT'S POTENTIAL BENEFITS	WEIGHT
<b>Transformative Impact</b> Community engagement; partnerships; site integration; alignment with adopted plans; location and scale; reuse of blighted property	<b>20%</b>
<b>Housing Choice &amp; Affordability</b> Housing options for mix of incomes, household types, and sizes; preservation of affordability; increased options for homeownership	<b>20%</b>
<b>Neighborhood Walkability</b> Walkability impacts to be determined	<b>15%</b>
<b>Transit-Supportive Development</b> Ratio of car ownership to proposed parking; space for shared, hybrid, or e-vehicles; bicycle storage; proximity to transit	<b>15%</b>
<b>Economic Opportunity</b> Career ladders, skill-building and entry level jobs; match of jobs to area education and skills; jobs within 45 min. transit commute	<b>10%</b>
<b>Greenspace, Recreation, Arts &amp; Culture</b> Quantity/quality of new recreation, open space, art and cultural opportunities; per-capita access to greenspace and open space	<b>10%</b>
<b>Healthy Food</b> Food Access Score for projects providing new food outlets; access to fresh and healthy food	<b>10%</b>

# HOW THE FUND WORKS

## PLACE MAKING

BY INVESTING IN MULTIPLE PROPERTIES IN ONE COMMUNITY WE WILL SPARK REAL TRANSFORMATION

### WORKFORCE HOUSING AND LOCAL BUSINESS SPACE

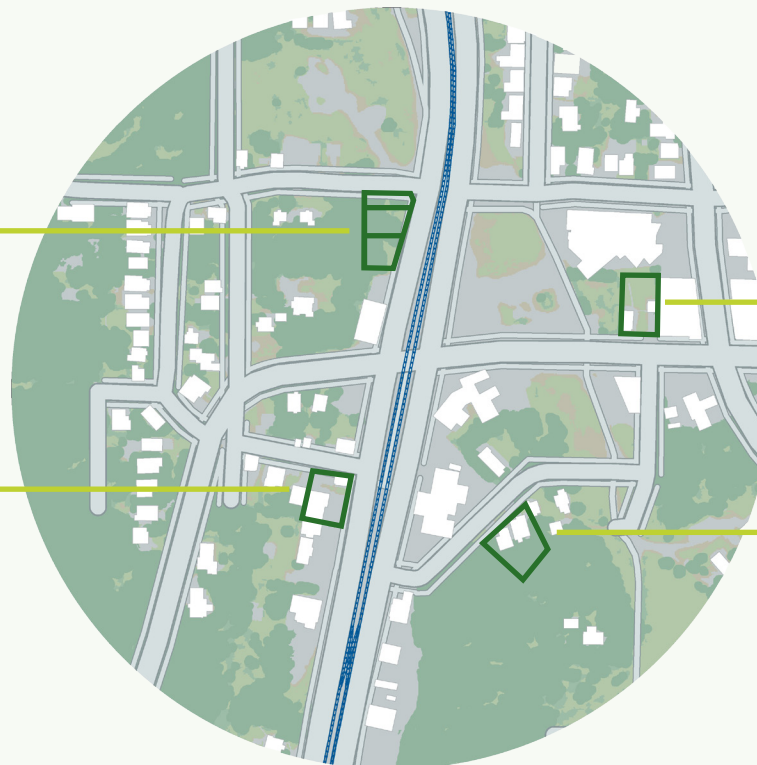
Aggregate properties and joint venture with private developer to entitle mixed-use building

5 YEARS

### COMMUNITY ARTS & RECREATION CENTER

Convert existing building and repurpose into community facility.

4 YEARS



### POCKET PARK

Purchase property on verge of development and help community fundraise for park

3 YEARS

### AFFORDABLE HOUSING

Option and cleanup site contamination, then purchase and provide NGO time to buy

8 YEARS

# HOW THE FUND WORKS

WITH AN AIM TO GROW INTO THE BEST PLACE POSSIBLE AND MEET FINANCIAL PERFORMANCE GOALS

- Identify opportunities with an appreciation rate in excess of 2% annual return
- Typical property value \$5M-\$20M; fund equity limited to \$9M per property
- Anticipated holding period of 4-8 years per property
- Fund term 10 years, with up to two 2-year extensions, at manager's option
- Fund overall debt ratio will not exceed 50%
- Up to 30% of the Fund allocated to entitlements and site improvements
- All investments will be within the state of Washington

**\$5-20** **MILLION**

PROPERTY VALUE

**4-8** **YEARS**

HOLDING PERIOD

**3** **COMMUNITIES**

BLENDED PORTFOLIO



## HOW THE FUND WORKS

**THE FORTERRA FUND SEEKS \$50M IN CAPITAL COMMITMENTS OVER THE NEXT 18 MONTHS WITH:**

**\$500** **THOUSAND**

CAPITAL COMMITMENT

**1%** **INITIAL CAPITAL CONTRIBUTION**

OF THE COMMITMENT

**~20%** **CALLED ANNUALLY**

FOR UP TO 5 YEARS

**FORTERRA ITSELF WILL INVEST \$500K AS A LIMITED PARTNER IN THE FUND.**

# HOW THE FUND WORKS

## TARGETED FUND RETURNS

- Return of invested capital plus 2% simple ROI net of Fund expenses

## FUND DISTRIBUTIONS

- As properties are sold, 100% of net cash flow (after Fund expenses) distributed to investors until they have received their 2% preferred return and a return of all capital
- Only after the 2% ROI and return of capital, Forterra receives its 1.00% deferred Investment Disposition Fee
- Any remaining amounts paid 80% to investors and 20% to Forterra
- No reinvestment of proceeds from property sales

## FUND EXPENSES

- Reimbursement of start-up costs: ~\$200K, inclusive of legal, consultant and Forterra costs
- Annual asset management cost: \$100K or 0.75% of funds under management, whichever is greater
- Property acquisition and disposition expenses. In addition to third party expenses, these include a 1% Initial Investment Fee and a 2.00% Investment Disposition Fee paid to Forterra for its staff and other administrative costs. Half of the Investment Disposition Fee is deferred and only paid after investors receive their 2% preferred return plus invested capital.
- Property carrying costs: ~9.5% of property value, where possible reduced by cash flows

# HOW THE FUND WORKS

**BUILDING ON DECADES OF EXPERIENCE, FORTERRA WILL CAPTURE THE INCREASE IN THE VALUE OF ACQUIRED PROPERTIES TO HELP BUILD HEALTHY COMMUNITIES WHILE REDUCING INVESTOR RISK. FORTERRA ACCOMPLISHES THIS BY:**

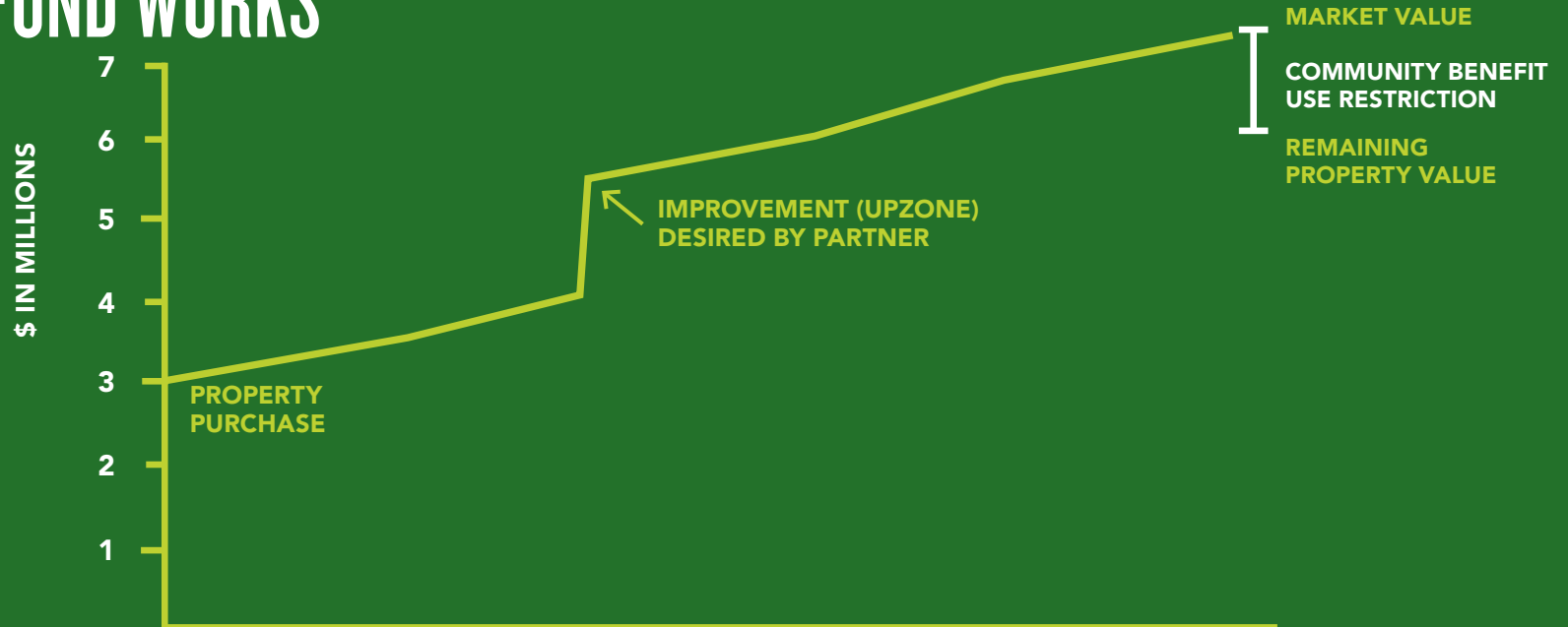
## SELECTING PROPERTIES WITH VALUE ENHANCEMENT POTENTIAL THROUGH

- Market timing of purchases
- Identifying transformative and brownfield properties
- Finding off-market properties
- Tackling complex transactions

## ENHANCING PROPERTY VALUES BY

- Strategically partnering with nonprofits, governments, and private developers
- Securing funding and expertise to remove contamination
- Assemblages of adjacent or nearby properties
- Market timing of sales
- Aligning community and public interest
- Securing zoning and entitlement changes

# HOW THE FUND WORKS



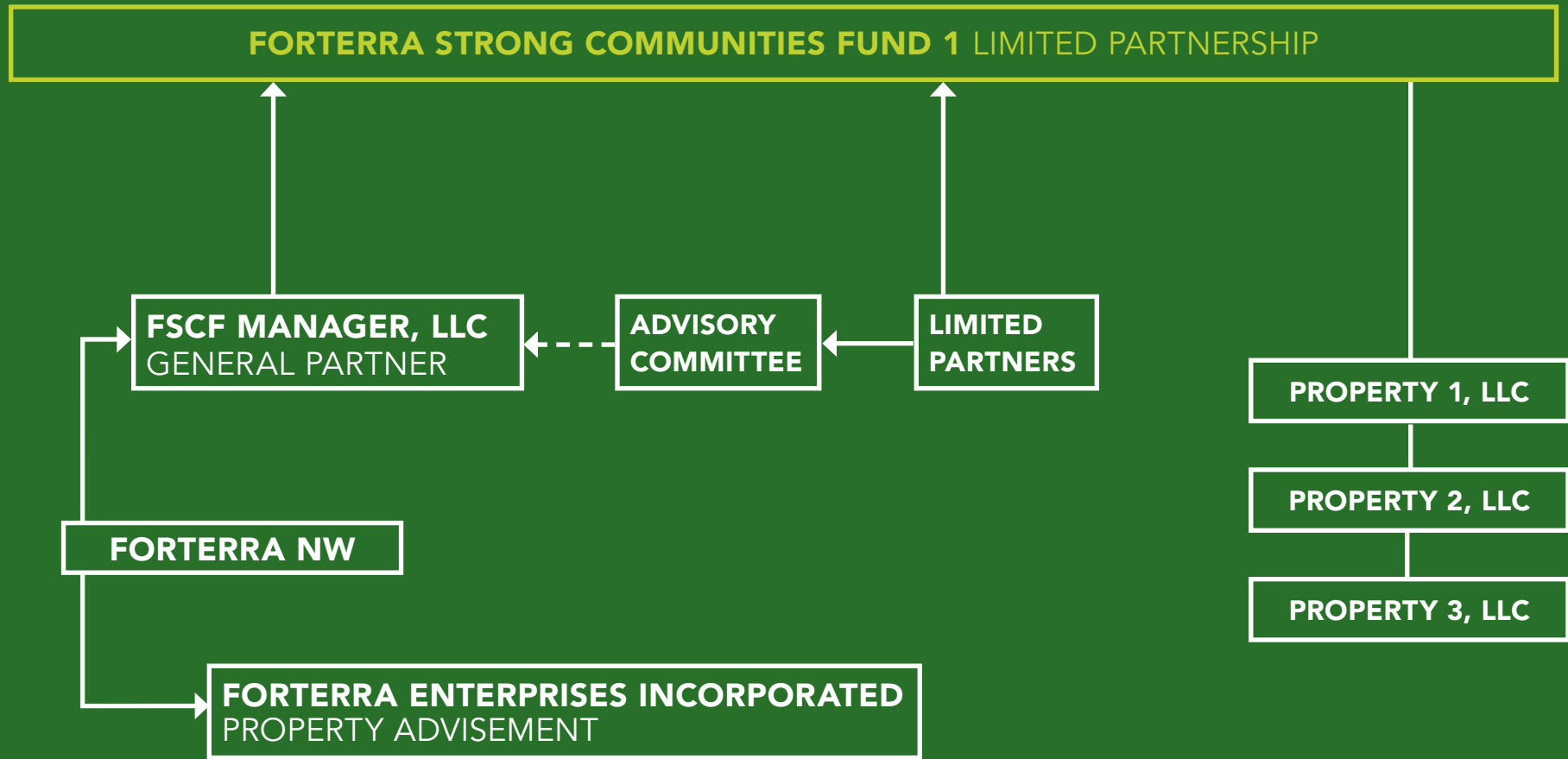
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6
<b>MARKET VALUE</b>	\$3,000,000	\$3,400,000	\$5,500,000	\$5,900,000	\$6,500,000	\$7,000,000
<b>COMMUNITY BENEFIT USE RESTRICTION</b>						(\$1,400,000)
<b>PROPERTY VALUE REMAINING AFTER COMMUNITY BENEFIT USE RESTRICTION</b>						\$5,600,000
<b>INVESTED IN PROPERTY PURCHASE AND IMPROVEMENTS</b>	(\$3,000,000)	\$0	(\$1,000,000)	\$0	\$0	(\$4,000,000)
<b>CARRYING AND FUND COSTS</b>	\$0	(\$200,000)	(\$220,000)	(\$240,000)	(\$260,000)	(\$920,000)
<b>ANNUAL 2% PREFERRED RETURN</b>	(\$60,000)	(\$64,000)	(\$88,400)	(\$93,000)	(\$98,000)	(\$403,400)
<b>PORTFOLIO PROCEEDS—TO ENSURE FUND PERFORMANCE</b>						\$276,600

## PHILANTHROPIC REQUEST

WHILE FORTERRA WILL BE REIMBURSED BY THE FUND FOR DIRECT FUND-RELATED COSTS, IT TAKES DEDICATED STAFF AND RESOURCES TO SUPPORT FORTERRA'S OVERALL COMMUNITIES STRATEGY, THE R&D TO CREATE THE FUND AS WELL AS SUSTAINED MONITORING TO ENSURE LONG-TERM PERFORMANCE.

**IN ADDITION TO INVESTING IN THE FUND,  
WE ASK ALL INVESTORS TO CONSIDER  
MAKING A SEPARATE CHARITABLE  
CONTRIBUTION TO FORTERRA.**

# GOVERNANCE STRUCTURE



# FORTERRA MANAGEMENT TEAM

## GENE DUVERNOY, President



Under Gene’s 25 years of leadership, Forterra has risen to national prominence through the implementation of bold landscape conservation and community building strategies and policies. Gene’s work experience spans government, research, public policy and law. Prior to leading Forterra, Gene’s work experience included positions in government, research, public policy and law. He received a B.S. in Civil Engineering and Public Affairs from Carnegie-Mellon University and both an M.B.A. and J.D. from Cornell University.

## TORY LAUGHLIN TAYLOR, Chief Operating Officer

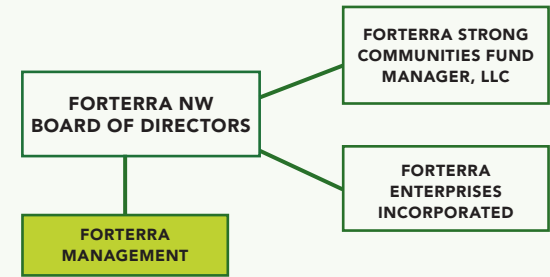


Forterra’s new Chief Operating Officer, Tory Laughlin Taylor, is an executive leader with more than three decades experience in urban real estate development and operations. Her career has spanned the fields of housing, urban revitalization, community development and historic preservation—with a focus on real estate developments that utilize alternative means to achieve public-interest goals. Most recently, Tory served as Deputy Director of Bellwether Housing, a leading affordable housing developer and operator in Seattle.

## MELISSA LAIRD, VP of Finance and Operations



Melissa provides high-level, organization-wide leadership and direction of Forterra’s overall operations. This includes participating in short- and long-range strategic planning, fiscal oversight, personnel management, risk management, facilities and general administration. She ensures efficient and effective delivery of internal systems and processes; development of concepts for policies and procedures; the development of tools that measure performance; and integration of administrative and financial functions into programmatic strategy.



## MICHELLE CONNOR, Executive VP of Strategic Enterprises



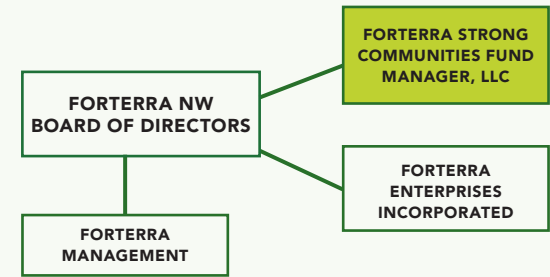
Michelle leads innovative and complex projects, managing multi-disciplinary teams of employees and expert consultants. Her current portfolio includes community development and landscape conservation projects such as unwinding a residential subdivision to restore an historic property to farming and facilitating a community effort to conserve nearly 7,000 acres of forestland in Kitsap County. Over the past 20 years, she has successfully led efforts worth hundreds of millions of dollars.

## DAN GRAUSZ, Senior Director of Strategic Projects



Dan’s generous service to Forterra has over the years been pro bono—it will continue to be so for the Fund. On the legal side, Dan spent 10 years in private practice (partner, Helsell, Fetterman, Martin, Todd & Hokanson) followed by a career with Holland America (Vice President and General Counsel; Executive Vice President). Dan has served in an elected position on the Mercer Island City Council since 1999 and was Deputy Mayor for a four-year tenure.

# GOVERNANCE + EXPERIENCED PARTNERS



## FORTERRA STRONG COMMUNITIES FUND BOARD OF DIRECTORS

### OFFICERS

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<b>Chair: Maggie Walker</b>	Civic Leader
<b>Vice Chair: Stanley Savage</b>	President & CEO, The Commerce Bank of Washington
<b>President: Gene Duvernoy</b>	President, Forterra
<b>Secretary/Treasurer: Joshua Anderson</b>	COO, The Roseview Group

### MEMBERS AT LARGE

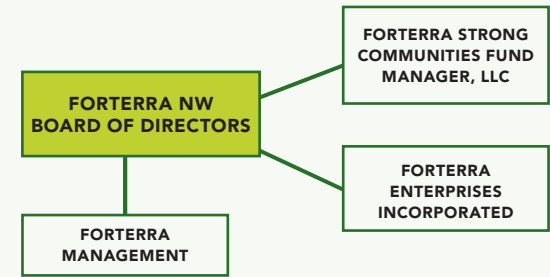
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<b>Teresita Batayola</b>	CEO, International Community Health Services
<b>Dana Behar</b>	Owner, Discovery Bay Investments
<b>Dow Constantine</b>	King County Executive
<b>Maud Daudon</b>	President & CEO, Seattle Metropolitan Chamber of Commerce
<b>John Hempelmann</b>	Chairman, Cairncross & Hempelmann
<b>Gerry Johnson</b>	Partner, Pacifica Law Group
<b>De'Sean Quinn</b>	Councilmember, City of Tukwila



# GOVERNANCE + EXPERIENCED PARTNERS

## FORTERRA NW BOARD OF DIRECTORS

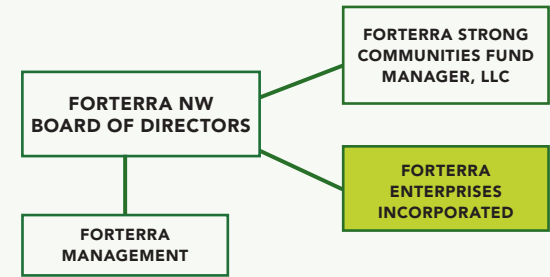


## MEMBERS AT LARGE

<b>Pamela L. Banks</b> , Urban League of Metropolitan Seattle	<b>Chris Lloyd</b> , Hey Advertising
<b>Pat Callahan</b> , Urban Renaissance Group	<b>Dennis Madsen</b> , Consultant
<b>Eric Campbell</b> , MainStreet Property Group & GenCap Construction	<b>Ryan Mullenix</b> , NBBJ
<b>Tim Ceis</b> , Ceis Bayne & East Strategic	<b>Terry Mutter</b> , The Boeing Company
<b>Gigi Coe</b> , Civic Leader	<b>Ken Myer</b> , Vantage Point
<b>Gene Duvernoy</b> , Forterra	<b>Linda Neunzig</b> , Snohomish County
<b>Lisa Graulich</b> , College of the Environment, UW	<b>Dan Nordstrom</b> , Outdoor Research
<b>Jim Greenfield</b> , Davis Wright Tremaine, LLP	<b>Thomas O’Keefe</b> , American Whitewater
<b>Bert Gregory</b> , Mithun	<b>De’Sean Quinn</b> , King County/City of Tukwila
<b>Larry Hood</b> , CHFC	<b>Heather Redman</b> , Indix Corporation
<b>Greg Johnson</b> , Wright Runstad & Company	<b>Marilyn Strickland</b> , Mayor, City of Tacoma
<b>Linda Larson</b> , Nossaman LLP	<b>Bill Taylor</b> , Taylor Shellfish
<b>Orin Levine</b> , The Bill & Melinda Gates Foundation	<b>Aaron Toso</b> , Amazon
	<b>Ruth True</b> , NuBe Green

# GOVERNANCE + EXPERIENCED PARTNERS

## FORTERRA ENTERPRISES BOARD OF DIRECTORS



### OFFICERS

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<b>President: Peter Orser</b>	Runstad Center for Real Estate Studies
<b>Vice President/Treasurer: Steve Ohlenkamp</b>	The Communications Group
<b>Secretary: Rod Brown</b>	Cascadia Law Group

### MEMBERS AT LARGE

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<b>Patrick Callahan</b>	Urban Renaissance Group
<b>Hal Ferris</b>	Spectrum Development Solutions LLC
<b>Tom Goeltz</b>	Davis Wright Tremaine LLP
<b>Jim Reinhardtsen</b>	Heartland LLC
<b>Gary Young</b>	Shelter Holdings

# THE FUTURE OF THE PNW DEPENDS ON THE CHOICES WE MAKE TODAY

## THE FORTERRA FUND:



EMBRACES GROWTH AS  
AN OPPORTUNITY



TRANSFORMS COMMUNITIES



KEEPS THE PACIFIC  
NORTHWEST SPECIAL  
FOR GENERATIONS  
TO COME



POSITIONS OUR REGION  
AS A GLOBAL MODEL

## WE JOIN FORCES, INVEST SECURELY AND GET TANGIBLE RESULTS

**GENE DUVERNOY**  
**GDUVERNOY@FORTERRA.ORG**  
**206.905.6901**

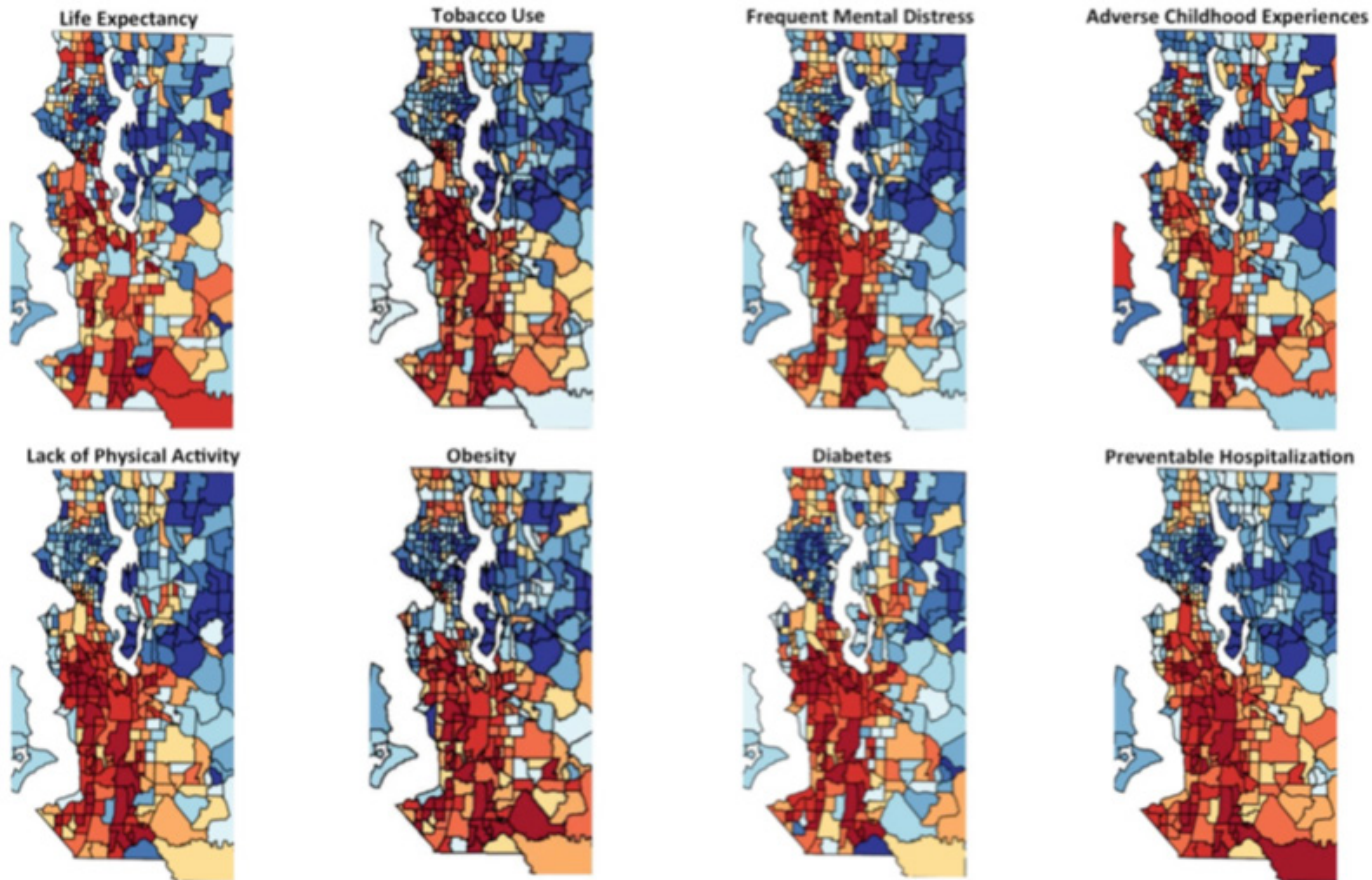
**MICHELLE CONNOR**  
**MCONNOR@FORTERRA.ORG**  
**206.484.1579**

# APPENDIX

**IMPACT METRICS FOR PROJECT SCREENING AND OUTCOME MONITORING BOARD OF DIRECTORS: FORTERRA NW; FORTERRA STRONG COMMUNITIES FUND MANAGER, LLC; FORTERRA ENTERPRISES CORPORATION.**

# IMPACT METRICS

## KING COUNTY HEALTH AND WELL-BEING MEASURES



To identify geographic areas of need, King County census tracts were rank-ordered from highest to lowest percent of adults by the areas noted above. The tracts were then divided into 10 groups. Dark reds show tracts with the highest rates; dark blues show tracts with lowest rates (note: the Life Expectancy map ranks shortest in dark red to longest in dark blue).

# IMPACT METRICS

## King County Health, Housing and Economic Opportunity Measures

**LEGEND**

— Freeways

**RANKING**

Census Tracts ranked by an index of health, housing and economic opportunity measures.



**POPULATION MEASURES**

**Dark red areas** populations most impacted  
**Dark blue areas** populations least impacted

**Life expectancy**

74 years      87 years

**Health, broadly defined:**

Adverse childhood experiences	20%	9%
Frequent mental distress	14%	4%
Smoking	20%	5%
Obesity	33%	14%
Diabetes	13%	5%
Preventable hospitalizations	1.0%	0.4%

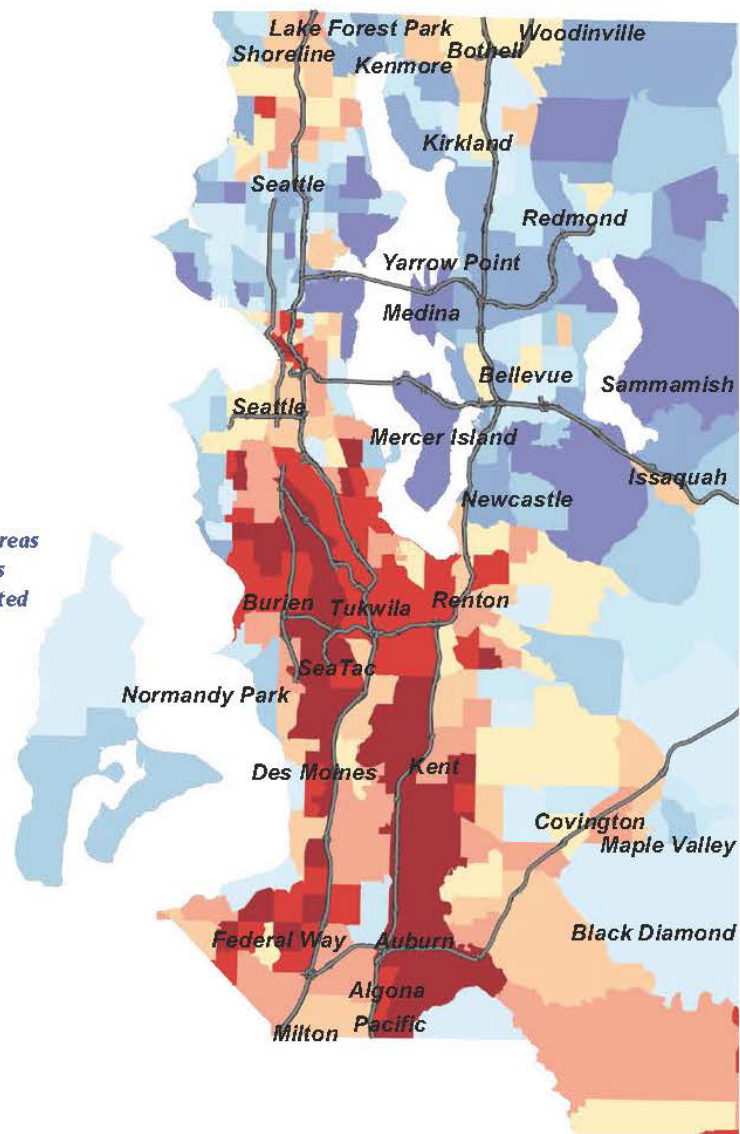
**Housing:**

Poor housing condition      8%      0%

**Economic opportunity:**

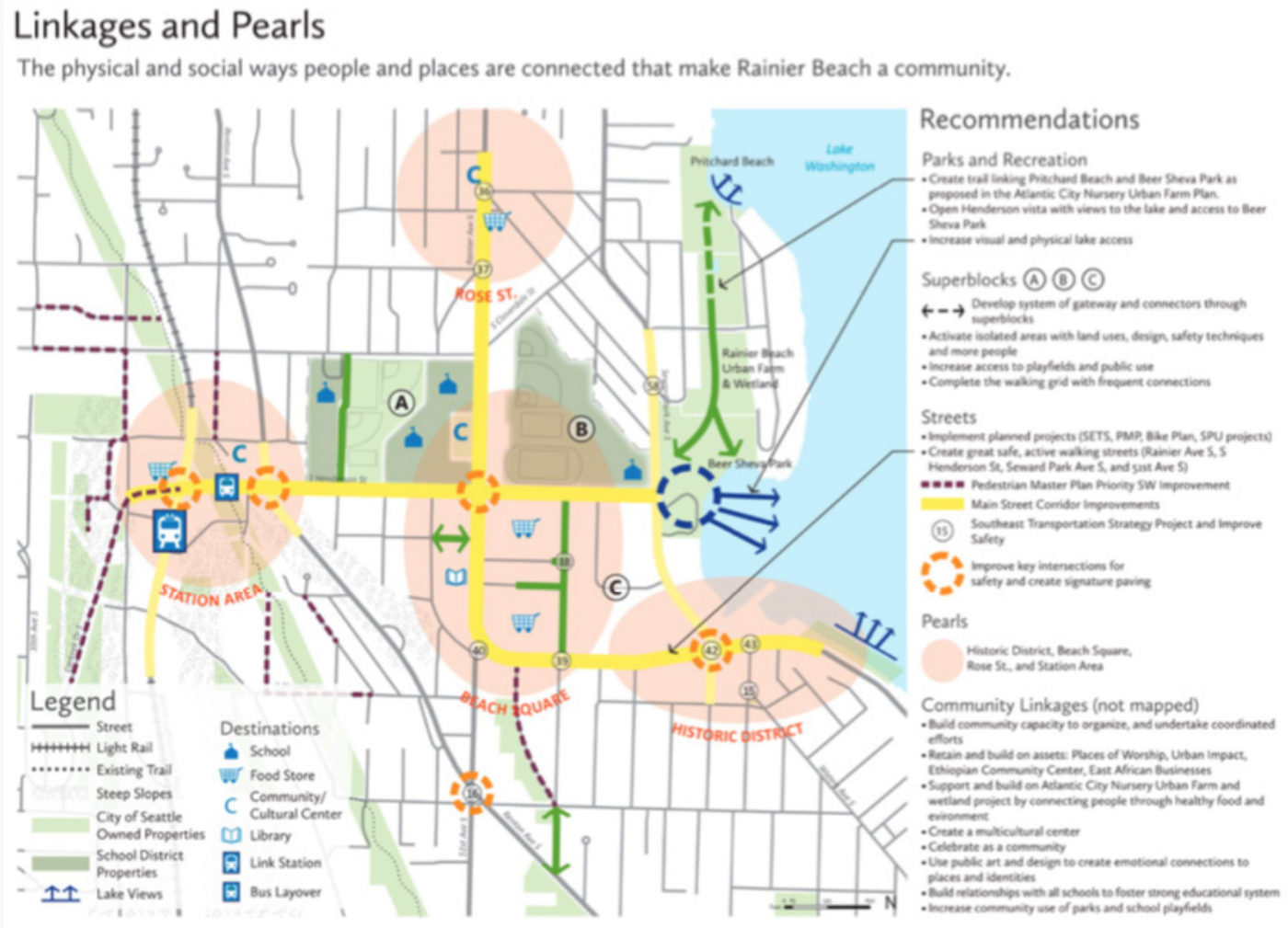
Low-income, below 200% poverty      54%      6%

Unemployment      13%      3%



Data Sources: U.S. Census Bureau, BRFSS, CHARS  
 Produced by: Public Health - Seattle & King County

# IMPACT METRICS



# IMPACT METRICS

## Gateway to Rainier Valley at Rainier Beach

Creating a pedestrian friendly and vibrant business district in South Rainier Valley.



Existing Intersection of Rainier Ave S. and 52nd Ave S



Recommended Signal and Intersection Improvements



Extend Mapes Creek Wayfinding to Rainier Avenue



Work with property owners at key sites:

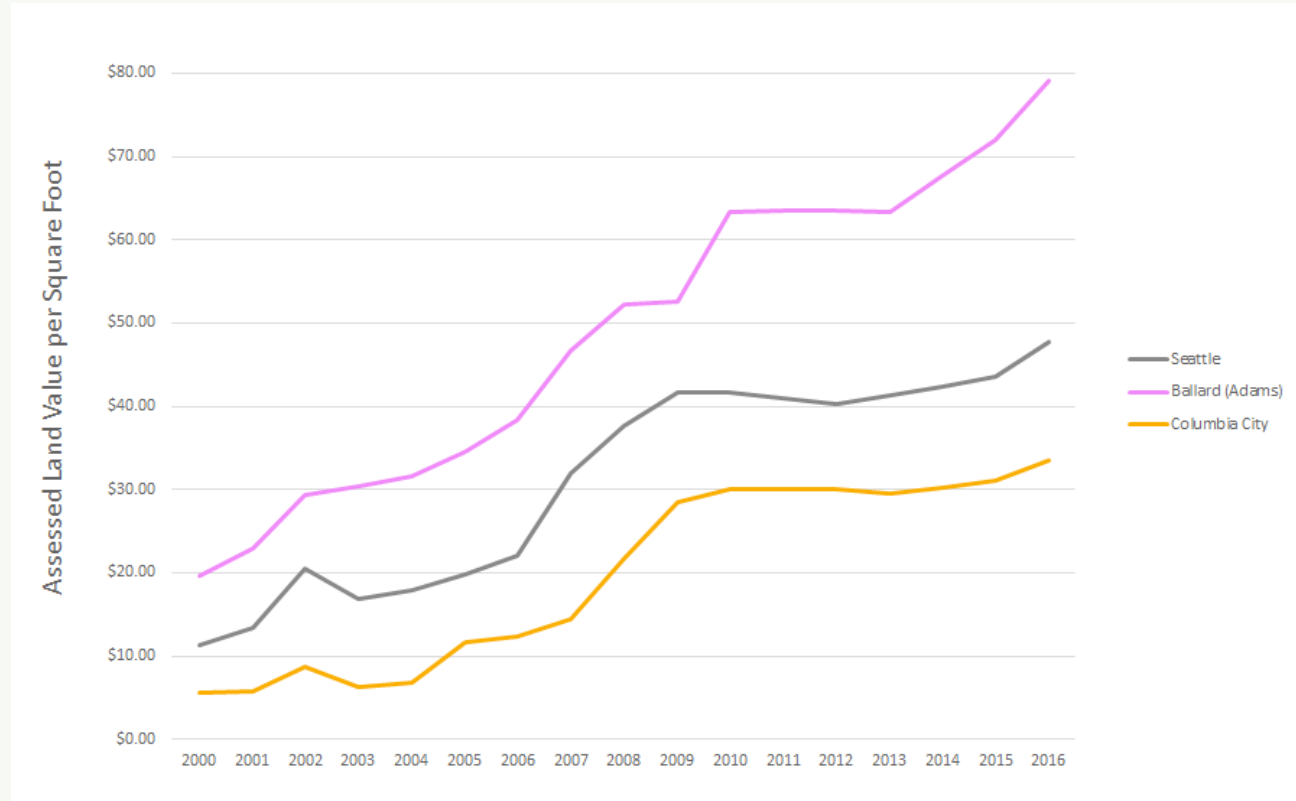
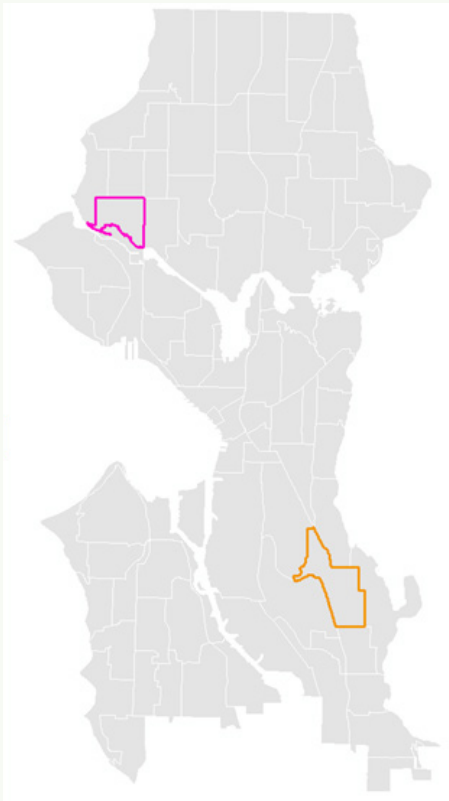
1. Encourage distinctive design with parking to rear and retain locally owned business/gathering space.
2. Encourage development of "pad" shop fronting on street and Mapes pathway.
3. Encourage development of retail with residences above fronting on street.
4. Encourage consolidation of this parcel with adjacent ones to reduce redevelopment and access issues.

### Legend

- Key Site
- Existing Building
- New Tree (Representative)
- Art
- Evaluate/Add/Replace Sidewalks, Lights, and Trees
- Key Intersection
- Existing Tree
- Wayfinding
- New Center Median (Representative)
- New Sidewalk
- Remove Brush for Visibility
- Lighting Installation Area
- New Crosswalk
- Gateway



# GROWTH RATE OF APPRECIATION



MONDAY 23, MAY 2016

## GREEN GROUP TURNS ATTENTION TO AFFORDABLE HOUSING

by Daniel Jack Chasan

An organization best known for saving large natural areas in rural areas is taking on a new task: affordable housing in the city. Forterra, formerly the Cascade Land Conservancy, is launching a new partnership to address housing issues with the social service and cultural organization, El Centro de la Raza.

Forterra unveiled the collaboration at its annual fundraising breakfast recently in front of 1,400-plus people, many of whom were presumably at least a bit surprised.

It's certainly a change from what Forterra has done, brokering large purchases of undeveloped lands and development rights in some of the Puget Sound region's major efforts to protect open space and forest lands. Among those projects have been the state's purchase of 50,000 acres in the Teanaway River Valley near Cle Elum and negotiating the deal that saved the old Glacier site on the shore of Maury Island as a King County natural area, rather than a massive gravel mine.

Is this new commitment to affordable housing a stretch? Not at all, says Forterra's executive vice-president, Michelle Connor. "It's natural. If we don't do something about the quality of life in urban areas," Connor says, "we're going to fail."

If, like Forterra, you take a 100-year view, virtually all remaining unprotected natural areas and agricultural land in Western Washington will be toast unless almost all growth takes place in existing cities and towns. So, Forterra has long seen a legitimate interest in urban development that is attractive enough to make people choose to live there. This new enterprise reflects a related truth: People won't stay in urban centers unless they can

afford the rent.

While Forterra won't get into development, Connor says, it already has expertise in real-estate deals tied to conservation. Forterra envisions buying land strategically within cities and banking it. Community organizations and housing non-profits could then do the development. For instance, Connor says, "I could imagine us securing property near transit."

Local organizations, she says, are well-placed to make the best choices. And the group wouldn't necessarily need development money in hand, either, since Forterra could, she says, "buy and hold property on some basis while a community organization figures out a funding strategy." By looking far enough ahead, in fact, she believes Forterra could do for affordable housing what Paul Allen did for South Lake Union's development.

While Conner was thinking seriously about urban real estate in recent years, El Centro de la Raza officials were doing the same. And both groups were working in Tukwila to find out what the community wanted from transportation, explains El Centro's executive director, Estela Ortega.

Forterra asked El Centro to hold focus groups about what people needed in order to live in the city. Not surprisingly, participants said housing and jobs. "We just started talking," Ortega says. "Forterra has 30 years experience buying real estate."

Ortega thought Forterra could help answer a big question: "How do we save land for the betterment of people?"

"The community wanted to see affordable housing," Ortega says. "Rents were no longer affordable for our community." And that meant the whole community: "No longer is it just people of color," she says.

El Centro had already done a little affordable housing, but an opportunity to do something larger arose when Sound Transit decided to build a light rail station on Beacon Hill, near land that El Centro already owned. Here was a chance to assemble financing and zoning for transit-

oriented-development.

The result is the \$45-million Roberto Maestas Plaza, a mixed-use project with some 110 units of affordable housing on 16th Avenue South, near the station. When applications opened for the apartments, nearly 1,000 people were waiting in line. Some had spent the night. It was "heartbreaking" to see the people who had gotten there too late, Ortega says. The lucky ones will be moving in next month. The open plaza will invite the whole community in with vendors and a big outdoor TV. "It was a beautiful opportunity," Ortega says.

She says El Centro wants to do more affordable development. The group will look again at its own neighborhood, Beacon Hill, but it may also look in south King County, where Ortega says that — pushed by rising rents — more than half the area's Latino residents now live.

If El Centro wants another big project, "we could buy that property today and hold it for them," Conner says. Her organization is willing to look at a range of sites, but all else being equal, it will look at larger tracts. "A transaction on a small parcel [requires] the same effort as a transaction on a large parcel," she explains.

Organizations that develop land Forterra has acquired will likely have a variety of ideas. But the housing will have to be affordable, and there will have to be some environmental component, even if maybe that just means including an urban garden, she says.

Connor refers to maps that compare life expectancies among census tracts in King County. In general, people who live on Mercer Island or in Medina or downtown Seattle survive a lot longer than who live in White Center or farther south. The right address may be worth almost a decade of extra life.

Under those circumstances, Connor says, affordable housing isn't just a logical part of a long-range land-use strategy. It's something more: "We have a moral obligation to think about what role we play."