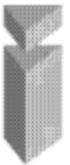


Zone Selection - Not All Opp Zones Are Created Equal



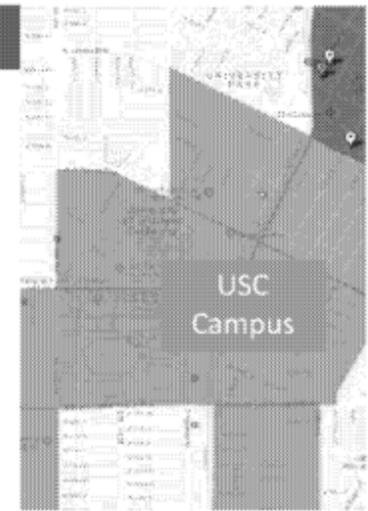
1 Old Data (2010 Census)

- Opp Zone designations were based on 2010 Census - stale measure
- Downtown Brooklyn, LIC, LA Arts District, Wynwood Miami etc. have changed dramatically over the last decade



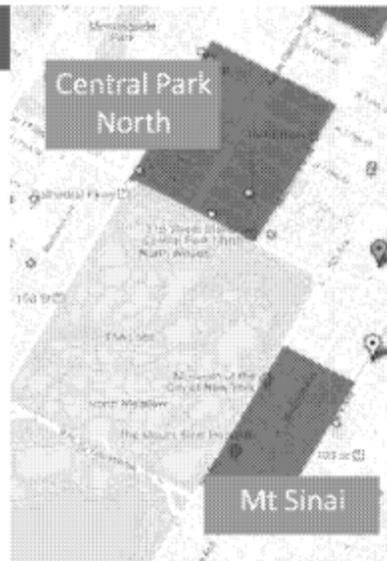
3 Income ≠ Full Potential

- Income is not a full picture of demographics and area potential
- Grad students are 'cash poor' but with great potential
- USC, Columbia, UPenn campuses are vibrant areas despite lower student incomes



2 Non-residential Pockets

- Many tracts have non-residential areas that don't have income
- Museums, hospitals, airports, distribution centers
- E.g. Museum Mile adjacent to Mt. Sinai Hospitals, Las Vegas strip by McCarran Airport



4 Contiguous Tracts

- Tracts contiguous with qualified Census tracts may be included in Opp Zones to create more uniform areas
- Resulted in inclusion of some highly coveted areas - e.g. West and East of I-87 in San Jose are very different areas

