Capital for Change
TO OUR PARTNERS

“Be the change you want to see in the world.” Mahatma Gandhi.

Fiscal year 2017 presented many changes for Capital for Change (C4C), most of which came from completing the mergers of Greater New Haven Community Loan Fund, Community Capital Fund of Bridgeport and the CT Housing Investment Fund. Creating C4C was a bold inspiration to scale-up and strengthen CT’s Community Development Financial Institution (CDFI) capacity. Our inner voices told us, and industry experts and financial partners echoed, that this change was critical for us to better serve the needs of CT’s low-and-moderate-income residents and communities - communities that lack the resources and tools many of us take for granted. This is the change we want to be.

From these 3 organizations, C4C has emerged as CT’s newest (yet oldest) nonprofit CDFI. It was not an easy process and could not have happened without the confidence, patience and support of our funding partners, who now include 17 banks, 7 government agencies, CT’s public utilities, several foundations and 70 private investors. We also received extraordinary assistance from CohnReznick, our auditor, and Reid & Reigle, our merger counsel. The breadth and strength of these partnerships offers a strong platform to support C4C’s financing of more affordable housing opportunities, energy efficiency adoption, nonprofit service delivery and small business development across CT. It also provides C4C’s unique capacity to respond more effectively to other community financing needs as they arise. This is the change we want to be.

These partnerships and countless other collaborations helped us continue to expand our lending and service activities over the past year. Please take a moment to note our record levels of housing created, loans made, dollars leveraged, jobs created and energy savings / carbon reduction. This is the change we want to be.

We draw inspiration from you, our partners in change, as we strive together to improve conditions for all our neighbors. Thank you.

Calvin B. Vinal
President & CEO
Dorothy Adams
Board Chair

BOARD OF DIRECTORS

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Robin Golden
Strategy Consultant

Timothy Hodges
People’s United Bank

Calvin Vinal, President & CEO
Capital for Change

C4C values its long-standing network of allies and cares deeply about creating opportunity for all. We offer capital solutions for lasting, positive change to low-income communities, including broadened social and economic participation, economic growth and environmental sustainability. As we continue to grow and expand, new projects will be the kind that engage our skills and passion to serve the greater good.

LENDING YEAR AT A GLANCE

COMMUNITY
Closed over 33 loans totaling: $10,588,731
Lending Impact:
795 Affordable Home Units Created and Maintained
16 Affordable Home Units Sold
103 Jobs Created
821 Metric tons of CO2 Saved = taking 173 cars off the road per year

CONSUMER
Closed over 800 loans totaling: $6,368,933
Loan Breakdown:
200 SmartE Loans
50 Energize CT Heat Loans
246 Energy Conservation Loans
561 Home Energy Solutions Loans
6 Mobile Home Loans
C4C is committed to environmentally conscious investment and development that results in increased energy efficiency, reduced energy consumption, and improves the lives of residents. Heritage Commons Rental Retirement Community in Middletown provides a complete array of support, recreation, housekeeping and health services to elderly residents living on fixed incomes. The 89 unit, four-story facility, constructed in 1988, needed updating to current energy efficiency and health and safety standards. Because of the restrictions related to existing government financing, traditional lenders could not finance the improvements. This is just the type of problem that C4C’s Low-Income Multi-Family Energy (LIME) Loan Program was designed to solve. C4C, in partnership with the CT Green Bank, was able to provide a loan for $960,000 to finance upgrades including new lighting, heat pumps, a gas boiler and rooftop coating that will save the owners over $100,000 in energy costs per year.

Bridgeport Neighborhood Trust is a community housing development organization that has adopted a comprehensive place-based strategy, the East End Community Building Initiative, focused on revitalization of two commercial corridors in Bridgeport’s East End. This neighborhood once struggled with blight, crime and unemployment—but is making a comeback thanks to BNT’s focused attention. C4C has provided nearly $1M in financing to several projects related to this comprehensive revitalization initiative which will restore buildings to functional use, construct new housing, reduce blight and provide much needed affordable and energy efficient places to live for low-income residents. Since 2010, C4C has provided nearly $4M in financing to BNT developments throughout Bridgeport. Their mission is consistent with C4C’s lending mission— to collaborate with key partners and create positive change in low-and-moderate income communities.

Collaborate for Impact.
Our mission is to provide flexible, creative and responsive financial products and services that support an inclusive and sustainable economy.

Affordable + Energy Efficient Housing
C4C makes flexible loans to support affordable housing development and to make housing more energy efficient. We assist developers who create affordable rental housing, supportive housing, mutual housing, cooperatives, and homeownership. C4C also works closely with property owners to make energy efficiency improvements to multi-family properties or condominium developments.

Homeowners
C4C has a variety of programs and services to help people purchase homes, keep their homes, and to make housing safe, efficient, and affordable. C4C’s energy efficiency loan programs allow homeowners to make improvements and retrofits to make their homes more efficient. Our mortgage programs provide financing for targeted homebuyers and assistance with home repairs. C4C’s counseling programs prepare families for homeownership and assist homeowners in danger of losing their homes.

Supporting Local Economy
C4C expands economic opportunity by making loans to small businesses and nonprofit organizations that contribute to the well-being of their communities. Our loan programs provide financing for working capital, fixed asset acquisition, and financing of commercial real estate and leasehold improvements. These investments support job creation and much needed services in Connecticut’s communities.

Servicing
C4C specializes in providing cost-effective, comprehensive loan servicing to non-profit organizations and government agencies that make affordable housing loans to low- and moderate-income borrowers.

Financial Position

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<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cash</td>
<td>$15,718,049</td>
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<tr>
<td>Loan Portfolio</td>
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<td>Loan Loss Reserves</td>
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<td>Other Assets</td>
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<td>Total Assets</td>
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<tr>
<td>Debt Capital</td>
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<td>Other Liabilities</td>
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<tr>
<td>Net Assets</td>
<td>$29,377,554</td>
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Total Liabilities and Net Assets

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<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Total Liabilities</td>
<td>$41,132,507</td>
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<tr>
<td>Total Net Assets</td>
<td>$29,377,554</td>
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Statement of Activities

<table>
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<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Total Revenue and Support</td>
<td>$7,374,503</td>
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<tr>
<td>Total Expenses</td>
<td>$5,290,790</td>
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<tr>
<td>Net Revenue</td>
<td>$2,083,713</td>
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When you invest in Capital for Change, you strategically invest in Connecticut’s people and communities. C4C blends a mission-driven lending philosophy with the financial savvy of a bank. We use our capital to create economic opportunity and strengthen low-wealth communities. Our investors include dozens of socially-concerned individuals, banks and faith-based organizations, foundations and government, all of whom help us bring change and opportunity to communities across CT.