T.R.U.C.H.A
PROMOTORAS
DE SALUD
CASA EN CASA

CAPITAL IMPACT PARTNERS **2019** ANNUAL REPORT

Our Equity Journey

As an organization that for decades has been at the forefront of efforts to build strong, sustainable communities, we are having to ask ourselves two fundamental questions in the face of the suffering caused by COVID-19: What are our responsibilities to the communities we serve, and do we have the responsibility to do more?

Although those two questions have a new urgency in this time of crisis, they have always been at the heart of our planning and our work at Capital Impact Partners.

Ellis Carr
President and CEO

Dan Varner
Board Chair

READ MORE FROM ELLIS AND DAN

VIDEO: ELLIS CARR ON ADDRESSING EQUITY AND SOCIAL JUSTICE

Impact Highlights

$162
MILLION LOANS CLOSED

300,000
PEOPLE SERVED

740
JOBS CREATED

1,290
AFFORDABLE HOUSING UNITS

6,300
STUDENTS SERVED

177,300
HEALTH CARE PATIENTS

115,000
HEALTHY FOOD CUSTOMERS

Stories of Impact

"Our task is not only to develop this permanent supportive housing project but also to build an inclusive community and to work in close collaboration with our stakeholders to maintain ongoing stewardship of that community."

– **Macy Leung,** Depot Community Apartments Project Manager, Allied Housing

Meet Three Developers Delivering Equitable, Affordable Housing to Communities Nationwide

"Our drivers are already economic experts in this industry. It's a great opportunity to put them to work and transform the political economy."

– **Erik Forman,** Independent Drivers Guild Education Director

Learn How Immigrant Entrepreneurs Are Driving Change

INDEPENDENT DRIVERS GUILD
IDG
NEW YORK
JOIN THE INDEPENDENT DR
UILD
TEXT DRIVE

"It was not unusual for me to be one of two women in the boardroom and that felt like a heavy lift. I needed to work on not being pegged in a single pigeon hole and get people to really understand the inequities I was fighting against."

– **Jane Garcia,** CEO, La Clínica de La Raza

Join Three Female Pioneers Championing Issues of Equity and Justice

"In terms of working with people, and the impact you can have on people, there are a lot of communities that haven't been invested in in a long time…the opportunity to do development [in Detroit] is a once-in-a-lifetime opportunity."

– **Clifford Brown,** Managing Partner, Woodborn Partners

Watch Our Video Series: Partners in Detroit's Revitalization

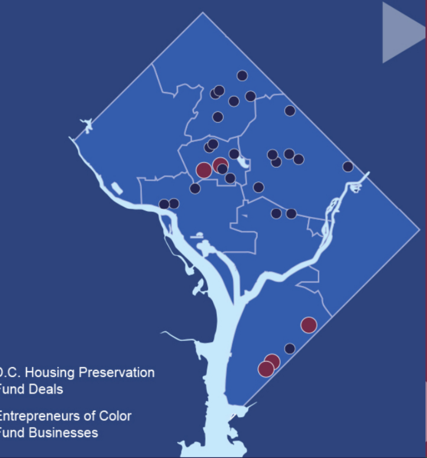
Fostering Deep Connections with Communities

We fundamentally believe that fostering deep connections with communities to understand their intrinsic strengths and unique characteristics allows us to create tailored initiatives and loan programs to overcome historic inequities and drive social and economic justice.

Based on that principle, we cluster our investments in five core geographies including **California, Michigan and the Great Lakes, New York, Texas and Washington, D.C.**

In the maps below you will see a snapshot of how we apply this strategy in two focus areas, including the Washington, D.C. metropolitan area as well as Detroit and greater Michigan.

Washington, D.C. Program Highlights


.C. Housing Preservation Fund Deals
Entrepreneurs of Color Fund Businesses

D.C. Housing Preservation Fund

Preserving affordable housing that supports mixed-use, mixed-income neighborhoods across the District

- $28 million in financing
- 860 affordable homes preserved
- 1,960 residents supported; 1,948 with low-to-moderate incomes

D.C. Housing Preservation Fund Deals:

- Ridgecrest Village
- Worthington Woods
- 1101 Euclid
- Cascade Park
- 2384 Champlain

Partner: Washington, D.C. Department of Housing and Community Development

Entrepreneurs of Color Fund

Working to forge new pathways for entrepreneurship by pairing low-cost capital with business advisory services to help entrepreneurs of color start and grow businesses, create jobs, and build wealth

- $2 million deployed
- 598 small businesses assisted with loans and technical assistance across D.C., Maryland, and Virginia
- 491 quality jobs created or retained
- 75% low-to-moderate income individuals served

Funding Partners: JPMorgan Chase, A. James & Alice B. Clark Foundation

Lending Partners: Washington Area Community Investment Fund (Wacif), Latino Economic Development Center (LEDC)

EDI Program

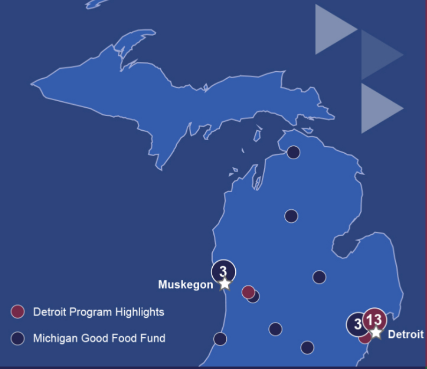
Helping ensure that real estate developers truly reflect their city's diversity and that minority real estate developers are able to participate in growth and revitalization efforts

- 34 local diverse developers selected to receive training, one-on-one mentorship, and connections to capital

Funding Partners: JPMorgan Chase, A. James & Alice B. Clark Foundation

Training Partners: Housing Association for Non-Profit Developers (HAND), Washington Area Community Investment Fund (Wacif), and other local mentors

Detroit and Greater Michigan Highlights



Detroit and Great Lakes Region Highlights

Promoting inclusive growth through multi-family residential properties and mixed-use real estate in key corridors through the city

- $162.5 million in financing
- 15 projects supported
- 259 housing units created
- 1,485 students served

Michigan Good Food Fund

Providing financing and grants to good food enterprises working to increase access to affordable and healthy food across Michigan

- $788,500 in financing
- $250,000 in grants
- 12 good food enterprises supported

EDI Program

Helping to ensure that real estate developers truly reflect their city's diversity and that minority real estate developers are able to participate in growth and revitalization efforts

- 19 local diverse developers selected to receive intensive training through training sessions, one-on-one mentorship advice, and connections to capital

Funding Partners: JPMorgan Chase, Kresge Foundation, Ford Foundation

Training Partners: 50+ local organizations and companies

Equity Highlights

As a Community Development Financial Institution, our mission is to break down the barriers that communities experiencing historical disinvestment and systemic racism find between themselves and their goals. Knowing the barriers these issues create, Capital Impact continually focuses on integrating equity more deeply within our strategy as well as the very framework of our organization.

To ensure we continue to increase our impact along this journey, we have created our first Equity Vision statement with guidance from The Justice Collective, which you can read here. In addition, we are now publicly tracking progress in how we support this vision both internally and through our work with communities.

Supporting Developer Diversity Through

Financing

13
Developers / Business Owners of Color

6
Female Developers / Business Owners

6
Developers / Business Owners - Low-to-Moderate Income

Developers/Business owners may be included in multiple categories.

EDI Participants

19
Trained in Detroit

34
Trained in Washington, D.C.

Entrepreneurs of Color Fund

$2
million in loans deployed

598
small businesses assisted with loans and technical assistance across the Washington, D.C., Virginia, Maryland region

491
quality jobs created or retained

75%
low-moderate income residents served

Supporting Staff Diversity

***As of 12/31/2019 Graphic updated once per year**	**Female**	**Individuals of Color**
Capital Impact Staff	63%	55%
Officers	67%	50%
Lending Team	55%	38%
Board of Directors	27%	45%

Our Equity Vision Statement

Capital Impact Partners envisions a world where everyone prospers. We embody equity as a workplace by embedding such in our structure, culture, policy, and products. In partnership with community, we endeavor to shatter the barriers created by systemic oppression in the pursuit of equitable access to resources that promote generational wealth development.

Blog Highlights

Centering Equity and Our Civil Rights Roots in 2020 and Beyond

Read the Full Blog Post Here

We Are All Immigrants: Centering the Needs of Immigrant Families Ensures That All of Our Communities Thrive

Read the Full Blog Post Here

Co-ops Have the Power to Transform the Future of Work and Racial Equity for Communities of Color

DRIVE DIGNITY
INDEPENDENT DRIVERS GUILD

Read the Full Blog Post Here

Partnerships Hold Immense Power in Redeveloping Cities

Read the Full Blog Post Here

Fostering Communities of Opportunity: Getting to Know Alaina Beverly, Capital Impact Board Member

Read the Full Blog Post Here

Innovation in Practice: How Capital Impact Transforms Values into Equitable, Inclusive Communities

Read the Full Blog Post Here

Press Coverage Highlights

WASHINGTON BUSINESS JOURNAL

Minority Business Leaders Award Ellis Carr: His Passion is Investing in Community

FAST COMPANY

The $500 Million Plan to Ease the Bay Area Housing Crisis

NEXT CITY

Bringing Community Development Lenders Back to their Civil Rights Roots

NEXT CITY

The Making of an Equitable Community Development Loan Product

SHELTERFORCE
THE VOICE OF COMMUNITY DEVELOPMENT

Op-Ed: Battling Inequity in Food Systems with Entrepreneurship

CURBED
DETROIT

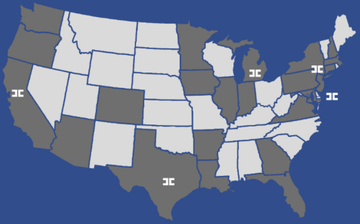
Why this Nonprofit Lender is Shifting its Focus to Detroit's Neighborhoods

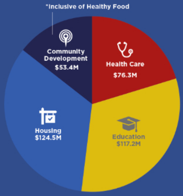
Visit Our Press Page

Financial Highlights

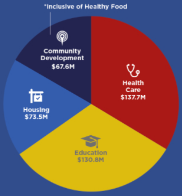
CREATING SOCIAL IMPACT from Coast to Coast

▨ 2019 Active Loans   ⊐⊏ Capital Impact Offices





On-Balance Sheet Loans



Off-Balance Sheet Loans

TOTAL MANAGED LOAN PORTFOLIO

$781 MILLION

FY2017-FY2021

17%

FY2015-FY2019

108%

17%
Loan
Portfolio
Growth

Total
Asset
Growth

FY2015-FY2019
36%
Unrestricted
Net Asset
Growth

FY2021
0.0%
Delinquency
Ratio

U.S. DEPARTMENT of the TREASURY
CDFI FUND
Community Development Financial Institutions Fund

FY2021 CDFI Fund Awards

$60 million New Markets Tax Credit Program Allocation

$1.82 million CDFI Rapid Response Program Award

Consolidated Statements of Financial Position

FY2019 Consolidated Final Report

FY2018 Form 990

Contact Us for a Copy

S&P Credit Rating Report

Contact Us for a Copy

Board, Partners, Funders, and Investors

Wilson H. Beebe, Jr.
President (Retired), Thanexus, Inc.

Alaina C. Beverly
Assistant Vice President, Urban Affairs, Office of Federal Relations at the University of Chicago

Jennifer Smith Dolin
Vice President of Operations, Mercy Housing California

Casey P. Fannon
President, The National Cooperative Bank, N.A.

Pedro I. Goitia – Board Vice Chair
Partner (Retired), KPMG

Paul Hazen
Executive Director, U.S. Overseas Cooperative Development Council

Eli Kennedy
Chief Executive Officer, SMASH

Gail Markulin
Director (Retired), Capital Markets, Federal Home Loan Bank – Office of Finance

Ray Moncreif
Executive Vice President and Chief Executive Officer, Outdoor Venture Corporation

Dan Varner – Board Chair
Chief Executive Officer, Goodwill Industries of Greater Detroit

David B. Vliet
Chief Executive Officer, LifeLong Medical Care

Meet Our Board

Meet our Partners, Funders, and Investors

Meet Our Management Team

CAPITAL IMPACT
PARTNERS

Our Mission

Through capital and commitment, Capital Impact Partners helps people **build communities of opportunity that break barriers to success.**

Stay Connected

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Capital Impact Partners