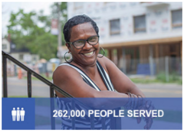
---

## IMPACT HIGHLIGHTS

$220 MILLION CLOSED LOANS


262,000 PEOPLE SERVED

1,100 JOBS CREATED

EDUCATION:
15,000 STUDENTS

HEALTH CARE:
200,000 PATIENTS

HEALTHY FOOD:
45,000 CUSTOMERS

---

## STORIES OF IMPACT

**Creating Equitable Access by Bringing Health Care Into The Community** OLE Health – Napa Valley, California

While health centers and clinics serve millions of patients, there are still many who are unable to make it to those facilities. OLE Health is bridging that gap by taking its services on the road to meet patients where they are. The result: more equitable access to quality health care for more people.

▶ Go along with OLE's Team on Their Modern Day House Calls

**Changing the Older Workforce Paradigm** Peninsula Home Care

Cooperative – Port Townsend, Washington

At 75, Raea never imagined she would still be serving as a home caregiver and struggling to get by on a low wage. Yet, Raea's situation represents a growing workforce dominated by older women. Learn how one organization uses the cooperative model to change that paradigm by empowering and protecting its older staff with competitive wages and management opportunities.

▶ Meet Raea and Her Co-op Colleagues

### How One + One is Greater than Two for Underinvested Neighborhoods

Briya Public Charter School | Martha's Table | Takoma Place Apartments – Washington, D.C.

As a parent, Diana has a lot to manage among her three children. Fortunately, she discovered a unique opportunity to find a good school and quality health care all in the same place. Across Washington D.C., stories like this are becoming more common as facilities bring together – or "co-locate" – important services that are vital to healthy communities.

▶ See how Combining Multiple Services is Creating Equity in the Nation's Capital

### Helping Minority Developers Shape the Future of Their Communities

EDI Program – Detroit, Michigan

Too often minority real estate developers are not part of shaping the future of their communities. With our new initiative, developers like Alisha, Chase and Damian are being given a unique opportunity to demonstrate how minority real estate developers can participate in Detroit's revitalization in a way that reflects the city's diversity.

▶ Follow Their Journey

### Ensuring all Detroiters Continue to be Part of the City's Future

Multifamily Displacement and Relocation Report – Detroit, Michigan

While we celebrate Detroit's resurgence, new concerns have arisen over the displacement of families who can no longer afford rising rents. This threatens the cultural fabric of a city built by residents who have lived there for generations. Our seminal report lays out practical guidance to avert this potential crisis for Detroit's most vulnerable citizens.

▶ Read Our Housing Displacement and Solutions Report

### Reducing Barriers to Launching Quality Education Opportunities

Our "Answer Key" Simplifies The Construction and Financing Process

No child should miss out on a quality education simply because a school can't be built or expanded to meet a community's needs. Yet charter school construction remains a major hurdle for school administrators. Our simple how-to guide helps navigate the facility development process and create new education opportunities where they are needed most.

▶ Download 'The Answer Key'

## DEBUTING OUR CAPITAL IMPACT INVESTMENT NOTE

①

Purchase Capital Impact Investment Notes.

②

Proceeds support our mission-driven efforts to create access to critical social services in underserved communities.

③

Earn a financial return, as well as a social return, on your investment.

In an effort to create a new opportunity that allows investors to align their financial goals with their social values, we debuted our Capital Impact Investment Notes. S&P Global assigned this $100 million offering with a long-term issue credit rating of AA*, marking the first time an S&P rated Notes offering is being made available by a CDFI on a continuous basis.

A range of institutional and retail investors took notice. In just three months, we sold more than $35 million of investments – a third of our offering. This incredible support further amplifies our nationwide efforts to create equitable access to critical social services nationwide.

Fiscal Year **2017** Sales **$35 MILLION+**

Investment Ranges
**$1,000 to $5 MILLION+**

**Institutional & Retail Investors**

Range of Terms
**1 to 10 Years**

---

## MEDIA HIGHLIGHTS

**Harnessing the Impact Investing Market to Raise Socially Motivated Capital** Capital Impact's President & CEO Ellis Carr sat down with *Nonprofit Quarterly* to discuss our efforts to raise "socially motivated capital" from individuals and institutional investors alike. Learn more about how our Investment

**Cover Story: Fueling Detroit's Revival** Capital Impact's senior Detroit loan officer Melinda Clemons spent time touring the city with *Fortune Magazine* to highlight projects that support inclusive growth and economic opportunity for all Detroiters. We were honored to be included in their cover story about the

**Serving as Market Maker and Catalyst to Help Communities Thrive** "More than Money" is a podcast that explores how "we can use our values to inform how we engage with our work and invest our wealth." The podcast host interviewed Capital Impact Partners' President and CEO Ellis Carr about our efforts to serve as

Notes are supporting efforts to engage in and win the fight against the growing inequality we see across the country.

variety of organizations working together to fuel Detroit's revival.

a market maker and market catalyst to help communities and their residents thrive.

FAST COMPANY

**Getting Money to the People and Communities That Need It Most** *Fast Company* featured Capital Impact Partners in its in-depth look at the key role CDFIs play in bolstering low-income communities. They specifically noted: "Companies like Capital Impact Partners don't do the work they do for recognition or glory—they do it to get money to the people and communities that need it most."

nextavenue®
where grown-ups keep growing

**Creating Quality Jobs to Fix America's Shortage of Home-Care Workers** Our older adult population may increase more than 70 percent over the next quarter-century. Unfortunately, the supply of home-care workers is likely to fall short of that looming demand. Through a new program, we aim to use the power of cooperatives to bridge that gap. At the same time, we will also create quality jobs for women ages 50 and older.

BLACK ENTERPRISE

**Ensuring Developers Represent the City's Diversity** To ensure that the current pool of developers in Detroit truly reflects the city's diversity, Capital Impact launched the EDI program. This article illustrates how this new program will combine capital support and training to empower minority real estate developers, allowing them to create transformative change in the city.

WALL STREET JOURNAL

**Addressing Housing Concerns in Revitalizing Neighborhoods** An article in *The Wall Street Journal*, which addressed the balancing act between gentrification and affordable housing, featured Capital Impact's study focusing on this issue. Our report identifies a number of best practices that can be used to plan for and responsibly manage development processes that will protect low-income residents.

THE HILL

**Op-Ed: Continue to Invest in America's Struggling Cities and Towns** The leaders of the nation's four largest CDFIs joined together to ask Congress to ensure that the CDFI Fund is fully funded and to safeguard this critical agency. The work of CDFIs needs this support, as they help create economic prosperity for low-income communities and empower Americans to live healthier, more equitable lives.

NONPROFIT CHRONICLES
Journalism about nonprofit organizations and their impact

**These Days, It's Easy to Say Nice Things about Detroit** A national blog featured Capital Impact Partners' role in utilizing investments from government agencies, banks, and foundations to spur investments in social impact projects. It noted that we "do all this work in ways that promote inclusive neighborhoods, meaning that they should accommodate a mix of well-to-do, middle-class and poor people."

View our latest News Coverage

---

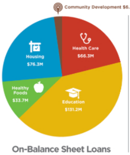
## PARTNERS, FUNDERS AND INVESTORS

Without the commitment from our Board of Directors, as well as a range of funders, investors, and partners we would not be able to fulfill our mission to build communities of opportunity. We thank them for their support!

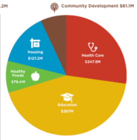
Board of Directors

Investors, Donors, & Partners

# FINANCIAL HIGHLIGHTS



On-Balance Sheet Loans

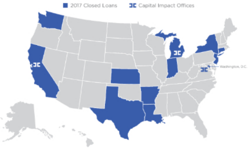


All Managed Loans

TOTAL MANAGED LOAN PORTFOLIO

**$902.2 MILLION**

## CREATING SOCIAL IMPACT
from Coast to Coast



**$19**
**MILLION**
Total
Unrestricted
Net Asset **Growth**

**$153**
**MILLION**
Total
Combined
Asset **Growth**

**51%**
Loan
Portfolio
**Growth**

**.4%**
Delinquency
Ratio

---

CAPITAL IMPACT PARTNERS AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION 2017

## (AS OF DECEMBER 31) AND 2016

| **Assets ($ Millions)** | **2017** | 2016 |
|---|---|---|
| Cash and cash equivalents – unrestricted | $28,596,868 | $20,158,754 |
| Cash and cash equivalents – restricted | 29,408,229 | 27,094,685 |
| Accounts and interest receivable | 2,832,906 | 1,926,900 |
| Contributions receivable | 525,000 | 6,030,676 |
| Investments | 5,802,541 | 5,602,342 |
| Mortgage Backed and US Treasury Securities | 48,249,579 | 14,185,960 |
| Loans receivable | 311,259,856 | 206,808,453 |
| Less: allowance for loan losses | (11,001,026) | (8,679,807) |
| Loans receivable, net | 300,258,830 | 198,128,693 |
| Loans receivable – subsidiaries | 60,007,244 | 50,497,966 |
| Other assets | 3,060,779 | 1,679,807 |
| **Total assets** | **$478,741,976** | $325,305,783 |
| **Liabilities and Net Assets** | | |
| Liabilities | | |
| Accounts payable and accrued expenses | $3,784,058 | $3,222,255 |
| Refundable advance liability | 4,800,000 | 0 |
| Office vacation obligation | 2,668,125 | 0 |
| Deferred rent and tenant allowance | 1,647,720 | 79,497 |
| Revolving line of credit | 85,000,000 | 32,000,000 |
| Notes payable | 76,212,388 | 66,710,998 |
| Federal Home Loan Bank debt | 11,000,000 | 5,000,000 |

| | | |
|---|---|---|
| Bond loan payable | 40,930,079 | 28,625,536 |
| Notes payable – subsidiaries | 60,157,656 | 50,579,148 |
| **Total liabilities** | **337,652,239** | 196,935,434 |
| Net Assets | | |
| Unrestricted | 102,693,027 | 103,613,256 |
| Noncontrolling Interest in consolidated subsidiary | 20,104,251 | |
| Temporarily restricted | 16,804,984 | 23,269,619 |
| Permanently restricted | 1,487,475 | 1,487,475 |
| **Total net assets** | **141,089,737** | 128,370,349 |
| **Total liabilities and net assets** | **$478,741,976** | $325,305,783 |

2017 Financial Report 2016 Form 990

## Our Vision: A nation of communities of opportunity built on a foundation of equity, inclusiveness, and cooperation.

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

**Headquarters** 1400 Crystal Drive Suite 500 Arlington, VA 22202 Phone: (703) 647-2300 Fax: (703) 647-3490

**West Coast** 360 22nd Street Suite 320 Oakland, CA 94612 Phone: (510) 496-2222 Fax: (510) 496-0404

**Midwest** 2990 West Grand Boulevard Suite M-15 Detroit, MI 48202 Phone: (313) 230-1116

Contact Us

OUR OFFERINGS
Lending
Programs
Investments

OUR IMPACT
Stories of Impact
Blog
Press Releases
Publications

ABOUT
Momentus Capital
Careers
Mission & Values
Investors, Donors, & Partners

STAY CONNECTED

Receive the latest stories of impact, financing and partnership opportunities, other related news.

First name*

Last name*

Company*

Email*

☑ I agree to the Terms of Use and Privacy Policy.

Subscribe

© 1982 - 2025. All Rights Reserved. Privacy Policy. Terms of Use.
Nondiscrimination Notice | Language Assistance Plan | Accessibility Statement | Opt-out Preferences