

Clearinghouse CDFI 2017 MEDIA KIT



Clearinghouse CDFI addresses unmet credit needs by helping to bridge the gap between conventional lending standards and the needs of low-income and distressed communities throughout CA, NV, AZ, NM, and Sovereign Nations in the Western U.S.

20 **Clearinghouse CDFI**
Years Of Impact

TABLE OF CONTENTS

| | |
|--|------------|
| LENDING PROGRAMS..... | 3 |
| CLEARINGHOUSE CDFI HISTORY..... | 4 |
| EXECUTIVE MANAGEMENT BIOGRAPHIES..... | 5-7 |
| RECENT KEY PRESS RELEASES..... | 8 |
| CLEARINGHOUSE CDFI REPORTS..... | 9 |
| FREQUENTLY ASKED QUESTIONS..... | 10 |
| OUR LOCATIONS..... | 11 |
| PRESS CONTACT..... | 12 |



LENDING PROGRAMS

Community Development Loans

Clearinghouse CDFI finances projects that create jobs, services, & strengthen communities. This includes: affordable housing, commercial real estate, community facilities, and small business.

More about loan types: www.clearinghousecdfi.com/borrowing/community-loans

CDFI Bond Guarantee Program

Clearinghouse CDFI secured \$200 million through the U.S. Treasury's CDFI Bond Guarantee Program, which allows for long-term, fixed-rate financing up to 30 years at no cost to taxpayers.

More about the Bond Program: www.clearinghousecdfi.com/100-million-u-s-treasury-bond

New Markets Tax Credit Program

Clearinghouse CDFI is one of the largest New Markets Tax Credit (NMTC) Program participants with over \$473 million deployed in California and Nevada. Signed into law in 2000, the Community Renewal Tax Relief Act of 2000 included the New Markets Tax Credit (NMTC). Since then, over \$36.5 billion has been allocated for investment into Qualified Active Low-Income Businesses (QALICBs).

Clearinghouse CDFI's individual and corporate equity investors are eligible to receive a New Markets Tax Credit worth 39% of their investment. Clearinghouse CDFI utilizes this investment to finance loans for businesses and non-profits in low-income communities at below-market rates.

More about the NMTCs: www.clearinghousecdfi.com/borrowing/new-markets-tax-credits

B Corp Certification

B Corps are socially and environmentally sustainable companies certified by the nonprofit B Lab as meeting high levels of performance, accountability, and transparency. As a B Corp, Clearinghouse CDFI aims to transcend traditional notions of business success: maximizing profits and maximizing returns to people and the planet.

More about B Corp Certification: www.clearinghousecdfi.com/about/bcorp



20 Years of Clearinghouse CDFI



1996

Clearinghouse CDFI incorporates as a for-profit corporation.

1998

First offering closed: \$1 million equity, \$10 million loan funds

Certified as a State CDFI through COIN

1999 - 2000

Clearinghouse CDFI receives a CDFI Fund Core Award: \$2 million

First year of profitability - three years ahead of schedule

2003

Awarded first New Markets Tax Credits allocation: \$56 million



2004

Cumulative lending exceeds \$100 million

2006

Impact Milestone: 2,193 affordable housing units created

Funded \$63 million for first-time homebuyers, assisting 213 families

2007

Clearinghouse CDFI open Northern California office

2009

Cumulative lending exceeds \$600 million

2010

Impact Milestone: 7,400 student spaces created or retained

2012-2013

Clearinghouse CDFI opens Las Vegas office

Clearinghouse CDFI lends \$4.2 million for our first project in Nevada.

2015

Clearinghouse CDFI merges with Arizona MultiBank and opens new Phoenix office

2nd \$100 million bond through the CDFI Fund Bond Guarantee Program

Clearinghouse CDFI becomes the first CDFI to obtain a rating from S&P Ratings: 'AA' Stable

2017 & Beyond

We look forward to the next 20 years helping people thrive!



1997

Certified as a Community Development Financial Institution by the U.S. Department of Treasury, CDFI Fund

2001 - 2002

Clearinghouse CDFI receives second CDFI Fund Core Award: \$1.5 Million



2005

Total assets reach \$62 million

First dividend is issued to Clearinghouse CDFI shareholders

2008

Clearinghouse CDFI is featured in *Newsweek* magazine for success and ethics in single family lending



2011

Clearinghouse CDFI becomes the first non-depository CDFI to borrow from the Federal Home Loan Bank

First Native American loan funded: Native American Natural Foods

2014

Service Area Expansion: CA, NV, AZ, NM, & Sovereign Nations in the Western U.S.

\$2.7 million Class A shares issued

B Corp certification achieved



2016

Cumulative lending reaches \$1.4 billion

Awarded PLATINUM & FIVE STAR scoring in Global Impact Investing Rating System

Clearinghouse Community Financial Institution (CDFI)

Clearinghouse CDFI was founded in 1996 as a Community Development Financial Institution. The company is a for-profit CDFI with a geographic service area covering California, Nevada, Arizona, New Mexico, and Sovereign Nations in the Western United States. Over 20 years, Clearinghouse CDFI has funded \$1.4 billion in total loans for over 1,780 projects which have created or retained more than 16,000 jobs and benefit over 1.4 million individuals. Clearinghouse CDFI has total assets of \$339 million. For more information, visit www.clearinghousecdfi.com.

TABLE OF CONTENTS



Douglas J. Bystry

President and Chief Executive Officer

As founder of Clearinghouse CDFI, Mr. Bystry has been involved with all aspects of capital raising and deploying funds to borrowers under our CDFI and NMTC lines of business. Mr. Bystry has over 25 years of experience raising and deploying capital to low-income communities. Prior to starting Clearinghouse CDFI, Mr. Bystry was Executive Director of Santa Ana Neighborhood Housing Services and Executive Director of the Affordable Housing Clearinghouse, our nonprofit community partner. He attracted over \$200 million in capital for these organizations. Mr. Bystry has deployed over \$1 billion in capital into low-income communities throughout his career.



Jay Harrison

Chief Investment Officer

Mr. Harrison manages Clearinghouse CDFI's New Markets Tax Credit (NMTC) program having successfully closed over \$350 million in these transactions. Mr. Harrison also works to structure and negotiate transactions with investors. He has successfully closed over \$200 million in debt and equity transactions with our investment partners since joining the company in 2007.

Prior to joining Clearinghouse CDFI, Mr. Harrison spent over twenty years in managerial positions in the regulated financial services industry. Most recently he served as the SVP, Treasurer of a six billion dollar, publicly traded financial institution where he managed an investment portfolio of over \$1 billion. Mr. Harrison also managed over \$2 billion of wholesale funding sources including FHLB, State treasury programs and private repurchase agreements.



TABLE OF CONTENTS



Kristy Ollendorff

Chief Commercial Credit Officer / Dir. of Commercial Lending

Mrs. Ollendorff is involved with all aspects of lending in low-income communities, including nonprofit technical assistance, loan document negotiations, funding and post audits. She also works with loan servicing regarding borrower payment difficulties and loan workouts.

With over 20 years of experience in underwriting consumer and commercial loans, Mrs. Ollendorff is an expert in underwriting community development loans. Ms. Ollendorff is currently President of Orange County Risk Management Association, and serves on the Board of Directors of El Sol Charter School.



Alan Orechwa

Chief Financial Officer

Mr. Orechwa has over 30 years of experience in the financial industry. He has been actively involved in the growth and development of Clearinghouse CDFI since inception in 1996.

Mr. Orechwa began his career with KPMG Peat Marwick in 1975 and was admitted as an Audit Partner in 1984. His clientele consisted primarily of financial institutions. Mr. Orechwa then served in executive management positions for several major financial institutions over the next 25 years, providing strategic leadership in the areas of Internal Audit, Regulatory Compliance and Risk Management, and Corporate Security. Mr. Orechwa serves on the Executive Committee of the Junior Achievement of Southern California Board of Directors and is a member of the AICPA.



TABLE OF CONTENTS



Brian L. Maddox
Chief Production Officer

Mr. Maddox is the head of lending for Clearinghouse CDFI. He has over 18 years of community development finance and nonprofit management experience with expertise in Low Income Housing Tax Credits financing.

Mr. Maddox has worked in senior management for national and regional banks in NV, CA, and AZ. He also worked in finance and policy administration with local, state, and nonprofit organizations in MA and DE. Mr. Maddox was a U.S. Dept. of Housing and Urban Development Fellow at the University of Delaware and received a Masters in Public Administration with a dual concentration in Community Development and Finance. Mr. Maddox also earned a B.S. in Accounting from Lincoln University of Pennsylvania.



Andrew Gordon
Arizona Market President

Mr. Gordon leads Clearinghouse CDFI's lending activities in Arizona. Prior to joining Clearinghouse CDFI, Mr. Gordon was the founding President of Arizona MultiBank Community Development Corporation, the heritage nonprofit CDFI that preceded Arizona MultiBank, a Division of Clearinghouse CDFI.

Mr. Gordon currently serves on the Investment Committee of the Arizona Community Foundation's Community Impact Loan Fund. He was a founding Advisory Board member of a U.S. SBA licensed Small Business Investment Company and has been recognized by the SBA as a "Small Business Financial Services Champion of the Year." Since 2002, Mr. Gordon has taught the small business lending course at the National Interagency Community Investment Conference. Mr. Gordon received his Bachelors from Yale College and Masters from Harvard University.



RECENT NEWS

Below are a few key Clearinghouse CDFI press releases. Visit Clearinghouse CDFI's [News and Events](#) for current media coverage.

| | |
|--------------------------|--|
| December 15 2016 | Clearinghouse CDFI Announces Large Investment from New Shareholder, Bank of Hope |
| November 29, 2016 | Clearinghouse CDFI Awarded \$65 Million New Markets Tax Credit Allocation from the United States Dept. of Treasury |
| August 12, 2016 | Clearinghouse CDFI Deploys \$100 Million through the United States Bond Program |
| June 29, 2015 | Clearinghouse CDFI Awarded PLATINUM and Five Star Scoring in the 2016 Global Impact Investing Rating System |



**\$1.3 Billion
in Total Lending**

REPORTS

Below are a few Clearinghouse CDFI reports. Visit [Clearinghouse CDFI's Reports and Publications](#) for all reports.

2016 Annual Report

A comprehensive report on Clearinghouse CDFI's operations in 2016.

2015 Annual Report

A comprehensive report on Clearinghouse CDFI's operations and selected financial information in 2015.

2015 Audited Financials

A complete report on Clearinghouse CDFI's financial activities in 2015.

2014 Annual Report

A comprehensive report on Clearinghouse CDFI's operations and selected financial information in 2014.

2014 Audited Financials

A complete report on Clearinghouse CDFI's financial activities in 2014.



**16,100
Jobs
Created
or Retained**



**14,900
Student Spaces
Created
or Retained**

FAQ

1. What is Clearinghouse CDFI?

Clearinghouse Community Financial Institution (Clearinghouse CDFI) is a community development lender serving California, Nevada, Arizona, New Mexico, and Sovereign Nations in the Western United States. We bridge the financing gap between conventional lending standards and the needs of distressed communities.

2. What makes you different from other lenders?

Because each of our borrowers' projects is as different as the communities they serve, we don't use a predefined loan program. Instead, we assess each loan application differently. Projects range from affordable housing to commercial real estate, but they all provide measurable community benefit.

4. What types of financing do you offer?

- » Affordable Multi-Family Housing
- » Special Needs Housing
- » Nonprofits
- » Commercial Loans/Facilities
- » Health Care Facilities
- » Small Businesses
- » Churches
- » Charter School
- » Economic Development / Community Revitalization

5. What other types of financing do you offer?

Clearinghouse CDFI also offers New Markets Tax Credits for qualifying projects.

6. How are New Markets Tax Credit projects different from other types of financing?

New Markets Tax Credit projects must be located in low- to moderate-income census tracts in severely distressed areas, [in addition to other criteria](#).

7. What major projects Clearinghouse CDFI has been involved in financing?

We've been involved in the following projects including many more:

- » Development of [Eclipse Cinemas](#) (Las Vegas, NV)
- » Creation of [La Kretz Innovative Campus](#) (Los Angeles, CA)
- » Construction of [Northern Nevada HOPES](#), an integrated care facility (Reno, NV)
- » Development of [Monarch School](#), a school for homeless children (San Diego, CA)
- » Construction of [The Pier South Resort](#) (Imperial Beach, CA)
- » Expansion of the [Culinary Training Academy](#) (Las Vegas, NV)



LOCATIONS

CORPORATE OFFICE

23861 El Toro Road, STE 401
Lake Forest, CA 92630

Oakland Office

505 14th Street
STE 900
Oakland, CA 94612

Arizona Office

16 W. Vernon Ave.
Phoenix, AZ 85003

Las Vegas Office

2300 W. Sahara Ave.
STE 1110
Las Vegas, NV 89102

Learn more at www.clearinghousecdfi.com

FAQ

Marketing information requests may be directed to:

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Clearinghouse CDFI
(949) 528-3287
marketing@clearinghousedfi.com

Media inquiries and interview requests may be directed to:

Ron Demeter
Vectis Strategies
PR Consultant on behalf of Clearinghouse CDFI
(310) 614-1059
rdemeter@vectisstrategies.com

EMAIL UPDATES

To receive updates, press releases, and an e-newsletter from Clearinghouse CDFI join our [E-mail List](#).

