



Together Tomorrow – Clearinghouse CDFI – 2018 DVD: Full Transcript

Speaker 1: We are all connected as people. That's why at Clearinghouse CDFI, we provide economic opportunity and improve the quality of life for lower-income individuals and their families. In 1996, we embarked upon a journey that others thought was impossible. We started a for profit CDFI to prove that businesses can make a profit while still making a difference. 21 years later, Clearinghouse CDFI remains committed to more than just making money. We are dedicated to creating a more inclusive economy, a more inclusive future for all. Together with our stakeholders, we are building towards a brighter and healthier tomorrow.

Together, Clearinghouse CDFI with our investors and community partners are building toward a better future. We finance projects in underserved and distressed communities in California, Nevada, Arizona, New Mexico and Indian Country. Through critical partnerships, the projects we fund promote a brighter tomorrow for our communities.

In 2017, we created space and funding for 1,000 students, 300 affordable housing units, and 2,000 jobs. Inclusion is important, and this pursuit goes beyond our core business. Our communities need time, money and resources to thrive. That's why every year, we donate a portion of our profits to charities, and our staff members volunteer their time in the community. In 2017, we donated 7% of our profits and committed over 1,400 hours of volunteering. We are also working to build bridges to the next generation through our BBOLD internship award program. This program strives to empower youths from low-income areas and provide them with the tools for success. Clearinghouse CDFI believes it is important to invest in the next generation so that tomorrow's leaders will continue to build mission-driven businesses.

Together, we are responsible for the planet we share. That's why at Clearinghouse CDFI, we lend responsibly to ensure sustainable tomorrow for all. Big or small, we believe that our projects should have green efforts to help keep the planet beautiful for future generations. In 2017, 40% of our projects included green efforts. We are also doing our part in house to minimize our carbon footprint by reducing energy use, waste and consumption, recycling, reducing travel, and working remote. Every effort counts.

Clearinghouse CDFI, as a team of change makers, have created a more inclusive economy by embracing who our borrowers are, where they live, and what they do. Rather than overlooking the underserved and under banked, we are making sure that economic opportunity is available to all people. Here are a few of their stories.

Veterans Village, Las Vegas, Nevada.



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- Arnold Stalk: My name is Arnold Stalk, Ph.D. I am founder of Veterans Village in Las Vegas. I started Veterans Village out of respect to a wish that my father had, who was a United States Navy veteran in World War II. And he asked me to do something that's respectful and honoring of our veterans. I came in contact with Clearinghouse CDFI almost ten years ago, and I met a gentleman named Bryan Maddox. Great guy. And honestly, the first time I thought, "Man, I'm not in that league. I'm not gonna be able to get a loan. I just don't fit that mold."
- Eric Landman: Being the food manager, or food pantry supervisor, so what we do is we make bags so it makes it a little bit easier for us to give out to the people. And we do approximately about 100 bags. Those bags go out to the veterans and the residents that live here. Once we get done with that, we start feedin' the public. We feed anybody that shows up from 12:00 to 2:00, and even after 2:00.
- Arnold Stalk: To fund something like this project is literally impossible without a lender like Clearinghouse CDFI.
- Wendy Grant: The hours that I work are actually from 8:00 to 2:00 on the clock, but I get calls throughout the day and the night. Emergency situations, someone homeless seeking assistance and my job is to first, divert the crisis and try to bring the person back to a more stable standpoint, and then assist 'em in housing needs if we have the capacity. If not, we find resources to temporarily house them at other places.
- In some respects, what we do is we just teach people how to learn, how to live, and enjoy life as other people do. We give 'em a common place to identify their situations and be okay with who they are, and find a place to call home.
- Arnold Stalk: And Clearinghouse CDFI has done this for this organization and many others. And that's a message that needs to be said across the United States, that this organization and this company is dedicated to helping organizations like us help people. They helped us save hundreds of people, and it will be thousands of people over the years by working with us.
- Eric Landman: Well, let me thank Clearinghouse CDFI and what they do for us. To the investors, keep investin'. We need it. We're just a prime example. We help the residents and we also help the community.
- Wendy Grant: We're able to make it a home for people. It's an amazing, amazing gift.
- Speaker 1: Walt's Hardware, Holbrook, Arizona.



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- Amber Hill: My name is Amber Hill, owner and manager at Walt's Hardware. Our relationship with Clearinghouse CDFI began back in 2000. We were successful in getting a loan from the division at that time, Arizona MultiBank, and successfully operated that business for about a decade. We had an opportunity to buy the hardware store in 2006 with a partner, and then in 2012, that partner wanted to move on. And so I reestablished those contacts with Clearinghouse CDFI, but not before trying other lenders. I thought we have an established business, we've been successful in business for over a decade. However, there are unique circumstances to being in a rural area, and I guess our financials weren't as strong as we thought when it came to the conventional financing.
- Heidi Herber: Walt's Hardware is a full-service hardware store for the town of Holbrook. They do their best to offer the most complete line of products that they possibly can so that a customer doesn't have to leave Holbrook and go to a neighboring town to find a product.
- Richard Chanick: We've had a long relationship with Amber and with Walt's Hardware, because they have been in the past, and will remain being a major contributor to the economy here in the Holbrook area and frankly, in the entire I-40 corridor. And the delightful thing about Amber is, is that she really understand business concepts. Projections, things like that. That's why we're very optimistic about where this is, and where it's going, just because of the level of business acumen that find in the ownership group.
- Amber Hill: And so we went back to what we knew, back to Clearinghouse CDFI. Once we had provided everything that Randy had asked for, then Andy actually came up for a surprise visit. Checked out the store. Just appeared one day, which was great and scary all at the same time. So at this point, we've taken the loan, we've done a little bit of remodeling, but that's been mostly over time and a little at a time. Andy Gordon has been a cheerleader for our area, not just for the hardware store, but for the rural and underserved communities. And we really struggle up here in businesses to get financing to put things into place to serve our community. And so those kind of struggles are real and we just appreciate them believing in us.
- Joseph Gabaldon: I'm just happy that they're here and they're open and doing the kind of business that we know they can do. They help us a bunch.
- Speaker 1: St. Paul A.M.E. Church, San Bernardino, California.
- Rev. Norman C.: I'm Reverend Norman Dean Copeland, pastor of St. Paul A.M.E. Church, San Bernardino, California. Seven years ago, I was one of the administrators for the district of the Methodist church in Southern California. They purchased a



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facility. With this large facility, they would be able to contribute to the community at large. But because there was not a foundation laid, and a programmatic structure made, the building became, in honestly, an albatross around the neck of the church.

- Katherine Doss: What happens here at St. Paul A.M.E. on a day-to-day basis, there's different organizations that come in. For instance, a youth council. You have the choir rehearsal, you have the Golden Gleaners, you have the diaper club.
- Veronical: All of us are health professionals. We have dedicated our entire lives to servin' and helpin' others. And now that we're retired, it's a way of continuing to be involved in the community. The t-shirts are donated so that they can be fabricated into these diapers.
- Speaker 12: We take the diapers or send them to Africa and to Haiti.
- Rev. Norman C.: They have shipped literally thousands upon thousands upon thousands of diapers into communities who have sanitation issues. They volunteer every Tuesday. Doesn't sound like much, but you never know the ripple that occurs when people receive something like that. I was looking for resources for this particular parish. And I went to a luncheon, and I sit down next to a pastor, Trevor [inaudible 00:11:20], who's on the board. And he brought up Clearinghouse. From that, I took the steps to make contact with Clearinghouse CDFI. We've remodeled the parsonage, we now have property available for seniors to utilize, our programmatic structures. We now have a growth in the congregation. What really touched me the most about Clearinghouse CDFI was it wasn't just black and white. It wasn't, "You had to meet this, and you've got to meet this, and you had to meet this, after that we don't wanna talk to ya if you don't have it." The truth is, they believe more in the people than they did in the financial end of it. Because I think they opened doors for us that they did not have to open.
- Speaker 1: Our borrowers are changing the world one person at a time. Together, Clearinghouse CDFI's borrowers served over 43,000 people in 2017. We view running a transparent business is our responsibility to our shareholders and the community. We manage our lending without hidden agendas or conditions to faster cooperation and collaborative decision making. Thanks to our boards and committees that bring businesses and non-profit leaders together, we are able to keep ourselves accountable to our mission and build towards a more equitable tomorrow. In 2017, Clearinghouse CDFI successfully pursued its general public benefit.



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Together, our employees make all this possible. We are committed to creating a great company above and beyond monetary compensation. We strive to maintain a positive corporate culture. To keep employees engaged, we consider all possible benefits from medical insurance to career growth, work-life balance, volunteering and select policies that foster a healthy culture. It's our goal to keep our employees happy today, and healthy tomorrow. Thanks to the dedication of our employees, Clearinghouse CDFI was honored as Best for the World in 2017, scoring in the top 10% of all B-corps on the impact assessment. This award was made possible in part by Clearinghouse CDFI's 2017 'B' Champion, Pearl Curbelo. Every year, the B-corp committee honors a staff member who embodies the B-corp values to recognize them for all their many contributions to the company, our community, and the world.

Though we are making strides toward inclusion, our work has just begun. Tomorrow requires us to come together in more powerful ways than ever before. It requires many people, businesses, non-profits, foundations, governments and tribes working together and depending on one another to find solutions to our most pressing problems. Together, we can create positive impacts far beyond our individual reach. How much more can we achieve together?

Doug Bystry: How much more can we achieve together over the next 20 years? That's a good question. We're going to have to keep an open mind and possess the courage to increasingly count on one another. In order to continue increasing our community impact, we have to work together with our investors as champions of impact investing, our borrowers as change makers, and our community stakeholders as advocates. We need to remain united to achieve the common goal of financial inclusion. Let's build a brighter and healthier future by bringing people together.

Arnold Stalk: Together.

Amber Hill: Together.

Rev. Norman C.: Together.

Speaker 14: Together.

Speaker 16: Tomorrow.

Speaker 1: And thank you to our sponsors. Our trailblazer, Banc of California. Our change makers, BBVA Compass, US Bank, State Bank of India. Thank you to our investors.