

2018 **ANNUAL REPORT**

CONNECT • CREATE • EMPOWER

**BUILDING HEALTHY COMMUNITIES
PROVIDING INNOVATIVE SOLUTIONS
CREATING FINANCIAL STRENGTH
FUNDING DREAMS FOR TOMORROW**



Dear Shareholders and Friends,

As I reflect on 2018, I recall our successes, challenges, changes, and new opportunities before us as a company. Clearinghouse CDFI posted another strong year of growth as we passed the **half billion mark in total assets, finishing with \$510 million**. We provided economic opportunities to many, while addressing complex and pressing social issues, through our creative financing. This success is only possible by working together with you, our investors, borrowers, employees, partners, and friends. Looking ahead, I am confident that Clearinghouse CDFI will continue connecting, creating, and empowering everyday people - resulting in even greater positive impacts in the communities we serve.

Attracting new capital and deploying it efficiently creates real value for our shareholders. 2018 marked our **19th consecutive year of profitability, with \$5.7 million in net income**. Through retained earnings and **\$3.5 million in new equity raised, we increased our equity capital by 14%**. In 2018, we also received a new Financial Assistance Award, our first Capital Magnet Fund Award, and a third CDFI Fund Bond Guarantee Program issuance, now totaling \$350 million with \$196 million in outstandings. This consistent level of corporate growth, self-sufficiency and earnings is unmatched by any other CDFI.

These new investments increased our lending capabilities resulting in more innovative and impactful lending. In 2018, we funded **58 loans totaling \$139 million**. This provided our borrowers with the critical resources necessary to pursue and attain their goals. Last year, our borrowers served approximately 50,000 families in high-poverty neighborhoods, built 1,000 affordable housing units, and created 1,700 jobs.

We are committed to fostering meaningful impact in our communities beyond our core business activities. During 2018, our **employees volunteered a total of 1,780 hours** to mission-driven organizations throughout our service area. For the third consecutive year, we hired talented disadvantaged high

school students as part of the Allen Peters Baldwin 'B' BOLD internship program, empowering the next generation of impactful leaders. Clearinghouse CDFI was one of just two Small OC Workforce companies recognized by the **Orange County Business Journal as one of its Civic 50 most community-minded businesses**. Achievements like these exemplify our collective ability to connect with one another and help shape the future.

Affecting change is a team effort which requires trusted partnerships. Last year we strengthened our commitment to Indian Country. We became the first CDFI to make an equity investment in Native American Bank, a tribal-owned, regulated financial institution. We hope this partnership will enable us to deploy additional funds in projects benefiting Native Americans both on-and-off sovereign lands.

As a proud B Corporation we worked hard to strengthen our internal and external impacts. We launched the RIPPLE Initiative - inspiring our borrowers to expand and measure their own impact. As a testament to our team's relentless pursuit of building a better business, we were awarded the **2018 Best for the World Overall Award from B Lab**. Clearinghouse CDFI Board and Committee members collectively **contributed over 430 hours last year**, bringing their diverse perspectives and valued insights to our corporate governance. This level of commitment connects us to the low-income and underserved people and communities we serve, as well as our many financial partners.

Your commitment allows us to continue balancing growth, profit and purpose. Our capital facilitates an inclusive economy and improves lives throughout our service area. We thank you for your continued support and remain committed to pursuing new and impactful programs. Our future success is fueled by our partnerships, our communities, and our shared vision: to **Connect, Create, and Empower**.



Sincerely,

A handwritten signature in dark ink, appearing to read 'Douglas J. Bystry', written in a cursive, flowing style.

Douglas J. Bystry
President / CEO

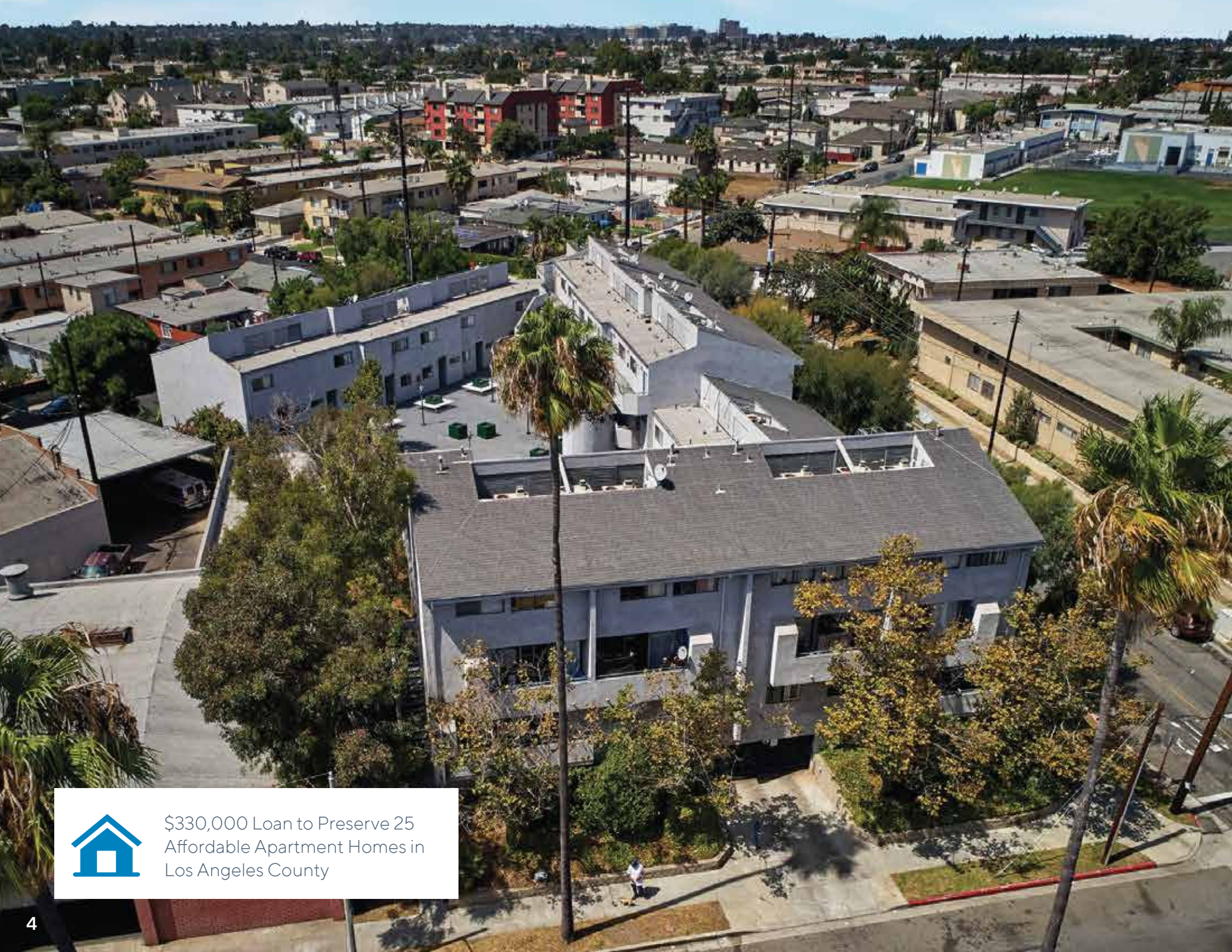


MEETING OUR MISSION:

Clearinghouse CDFI provides economic opportunities and improves the quality of life for lower-income individuals and communities through innovative and affordable financing that is unavailable in the conventional market.

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\$330,000 Loan to Preserve 25
Affordable Apartment Homes in
Los Angeles County

LA Family Housing

\$330,000 LOAN - INGLEWOOD, CA

LA Family Housing Corporation (LAFH) is a nonprofit dedicated to helping homeless and low-income individuals find long-term, stable housing solutions. LAFH has served Los Angeles County for 35 years.

Clearinghouse CDFI provided a \$330,000 loan for LAFH to refinance an affordable, 25-unit apartment building in a highly populated area of Inglewood, CA.

Clearinghouse CDFI's loan allows LAFH to maintain the affordability of all 25 units—consisting of two- and three-bedroom apartments—for the next 39 years. This includes:

- 9 units for households earning $\leq 35\%$ of area median income (AMI)
- 9 units for households earning $< 50\%$ of AMI
- 4 units for households earning $< 60\%$ of AMI
- 3 units for households earning $< 80\%$ of AMI



"Clearinghouse CDFI helped navigate our refinancing with efficiency and ease. Not only did we receive better terms, but we got additional money for critical repairs! Now we can continue to improve the lives of our participants by improving the community in which they live."

– Jo-Anne Cohen, Director of Asset Management, LA Family Housing



\$3.24MM in Long-Term,
Permanent Financing to Revitalize
a Historic Hotel on Route 66

El Vado

\$3.24MM LOAN - ALBUQUERQUE, NM

The El Vado Motel (El Vado), built in 1937, is one of New Mexico's first iconic Route 66 motels. It has provided lodging for weary motorists traveling this historic stretch of highway for decades. However, in recent years the motel had deteriorated, becoming an eyesore and blight in the city of Albuquerque.

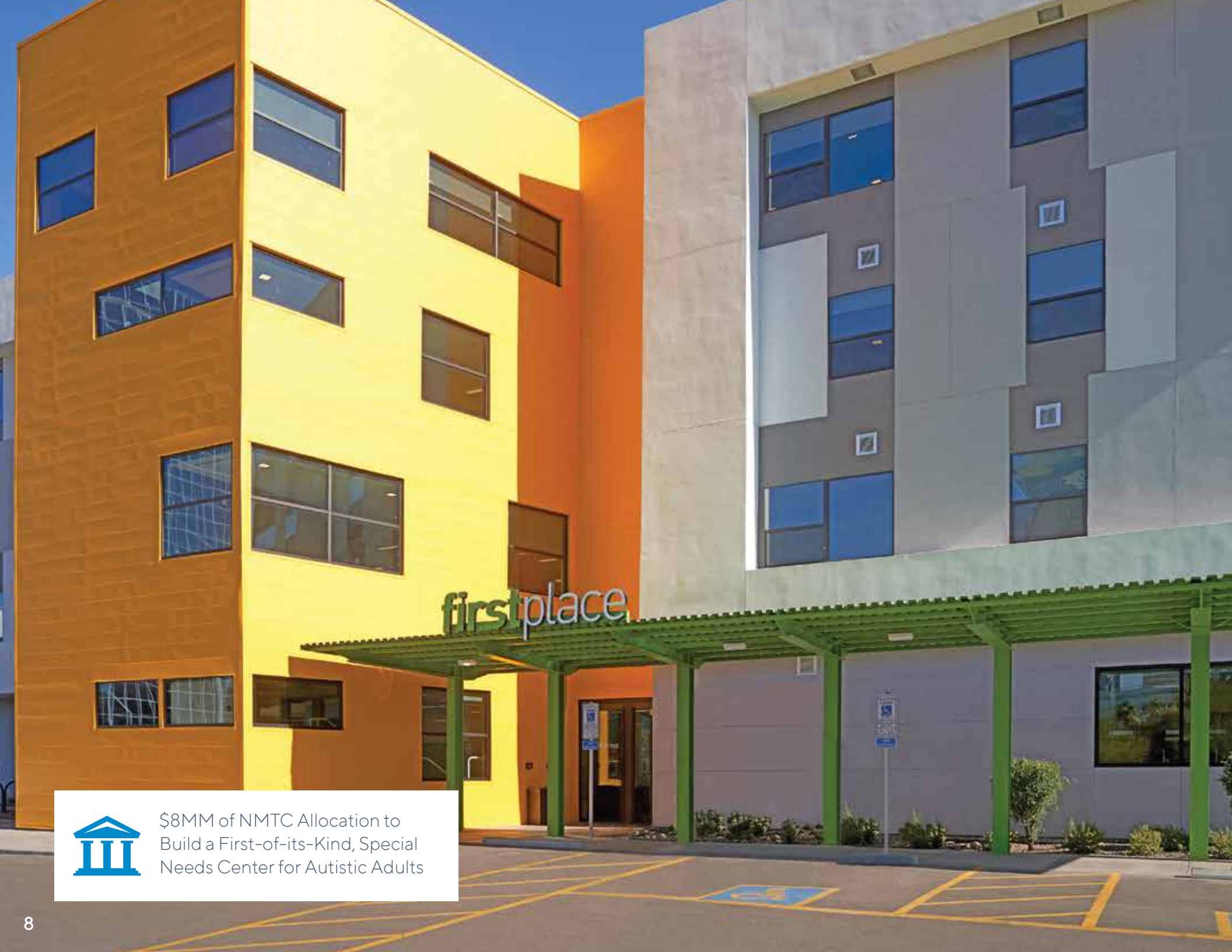
Clearinghouse CDFI provided a \$3.24MM loan to redevelop the motel, and create a mixed-use community asset. The revitalization effort honors the culture and history of the past, while paving the way for future growth.

The updated motel opened to the public in 2018. It includes "pods" that feature local, start-up businesses and restaurants—offering a unique opportunity for small business owners to establish themselves. Motel redevelopment created 100 construction jobs and 30 permanent jobs.



"With Clearinghouse CDFI, we knew from the very beginning that we would solve any obstacle we encountered together. We could never have done a project like this without Clearinghouse CDFI, and we look forward to doing more mixed-use, redevelopment projects together in the future."

- Chad Rennaker, President, Palindrome Communities



\$8MM of NMTC Allocation to
Build a First-of-its-Kind, Special
Needs Center for Autistic Adults

First Place

\$8MM OF NMTC ALLOCATION - PHOENIX, AZ

Clearinghouse CDFI financed a first-of-its-kind, innovative center for First Place AZ—an Arizona nonprofit—to help autistic adults gain community and independence. The new First Place-Phoenix includes supportive housing, a transitional learning facility, and a venue for experts specializing in autism to convene.

Clearinghouse CDFI provided \$8MM of NMTC allocation for construction. Development of First Place-Phoenix was made possible through the collaboration of nearly 100 public, private, and charitable organizations.

The new 81,000 sq. ft. facility offers 55 supportive housing units in a low-income area, near public transportation, including light rail. First Place-Phoenix services include:

- First Place Transition Academy –a highly structured program building career-readiness skills
- First Place Global Leadership Institute – advances education/training of service providers, professionals, and physicians
- Wellness coaching, meal preparation, benefits counseling, and safety support/assistance
- Community and social integration and functional life skills development



"First Place-Phoenix is setting the standard for developing communities that integrate adults with autism and other special abilities into the fabric of society through housing, healthcare, education, employment, supportive systems, and culture."

– Denise D. Resnik, Founder, President/CEO, First Place AZ



BOOZHOO • WELCOME TO THE RED LAKE NATION



Red Lake Band of Chippewa Indians



\$2.81MM Participation in a
\$6.5MM Loan to Develop a New
Retail Center Serving the Red
Lake Band of Chippewa Indians &
Surrounding Community

Red Lake Retail

\$2.81MM LOAN - RED LAKE, MN

Red Lake Nation in Minnesota is home to the Red Lake Band of Chippewa Indians—a 10,000 member tribe which has been in existence since the 17th century. The Red Lake Retail Trading Post is owned and operated by the Tribe and has served its members on reservation since 1986.

Clearinghouse CDFI purchased a \$2.81MM participation in a \$6.5MM loan from Native American Bank. This loan to the Red Lake Band of Chippewa Indians facilitated a new, expanded Red Lake Retail Trading Post. The loan was guaranteed by the U.S. Department of Agriculture

Additional project funds were sourced through various community development partners, including:

- Travois (NMTC) and PNC Bank (NMTC Purchaser)
- Midwest Minnesota CDC (Lender)
- First Nations Oweesta Corporation (Bridge Lender)

Once complete, the 27,000 sq. ft. Red Lake Retail Trading Post will increase jobs and provide more products for the Red Lake community.



“The Red Lake Nation appreciates Clearinghouse CDFI providing the gap financing for our new trading post, fueling station, laundromat and retail space located on our Red Lake Reservation, serving the Red Lake Band of Chippewa Indians. Clearinghouse CDFI enthusiastically came to the table with a spirit of collaboration with Native American Bank and all the private, public, government, nonprofit, and tribal entities involved to make possible this much needed project. Clearinghouse CDFI’s experience in supporting projects in Indian Country was very evident and added value to our endeavor.”

– Harvey Roy III, CEO, Ogaakaaning Enterprises



\$3.28MM Loan to Create a
Sanctuary for 30 Low-Income,
Homeless, & Sex-Trafficked Women

The Teen Project

\$3.28MM LOAN - TRABUCO CANYON, CA

The Teen Project (TTP) is a nonprofit serving at-risk, homeless, and sex-trafficked young women, ages 15-25, many from foster care. Founded in 2007, TTP focuses on sobriety, education, and mentoring. They provide free services and transitional housing for clients.

Clearinghouse CDFI financed a \$3.28MM loan for TTP to acquire five secluded, single-family residences in Southern CA.

This project created homes for 30 low-income, homeless women—a sanctuary offering an independent and service-enriched living environment and a new chance at life. TTP has helped more than 900 young women find safety and sobriety. It is the only center in Southern CA that combines a full continuum of treatment and vocational training specifically for young women in need.



“Clearinghouse CDFI, you supported us when we launched our charity 10 years ago. Because of you, we are now 126 beds strong. This property acquisition for victims of human trafficking was more than we ever imagined possible. Thank you for believing in us and saving so many lives. We are forever grateful.”

– Lauri Burns, Founder / Executive Director, The Teen Project



\$11.3MM Loan for Construction of
a 72-Bed, Skilled Nursing Facility,
Creating 220 Construction Jobs &
96 Permanent, Full-Time Jobs

Centennial Healthcare, LLC

\$11.3MM LOAN - LAS VEGAS, NV

Clearinghouse CDFI provided \$11.3MM in financing to Centennial Healthcare, LLC for the construction of a 72-bed skilled nursing facility in Las Vegas, NV.

The new Centennial Hills medical center offers 24-hour skilled nursing care for patients, including low-income individuals and those on Medicaid/Medicare. The service-rich environment includes room and board, medical supervision, and extended nursing care, which is otherwise unavailable in assisted living and residential care homes.

This project created 220 construction jobs and 96 permanent, full-time jobs.



"The Clearinghouse CDFI construction loan, finance, and servicing teams have been excellent partners. We appreciate the competence and integrity of the CCDFI team. Thank you."

– Michael & Lou Ochoa, Ochoa Development Corp.



Impacts Since Inception

**Committed
to Creating
Positive
Impacts**



1.8 Million

total clients served
since inception



7,500 Units

of affordable housing
totaling **\$400 Million**
since inception



**20,000
Jobs**

created or retained
since inception



\$1.73 Billion

in cumulative lending
since inception



600,000

families served
since inception

2018 Impacts



1 in 3

loans in 2018 funded
to women and/or minority
led organizations



30 Homes

created for homeless victims
of human trafficking
and/or abuse in 2018



\$8.3 Million

funded to Native
American - owned
enterprises in 2018



\$65 Million

to borrowers serving
high-poverty neighborhoods,
impacting **50,000**
families in 2018



**\$26.5
Million**

in New Markets Tax Credits
deployed in 2018



1 in 3

projects funded in 2018
feature energy and
water efficient practices

Our Staff



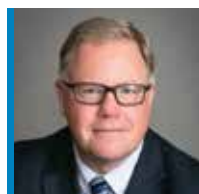
Douglas J. Bystry
President / CEO



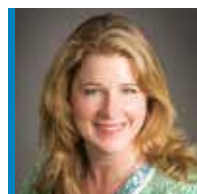
Andrew Gordon
Arizona Market
President



Brian Maddox
Chief Production Officer /
Director of NV Operations



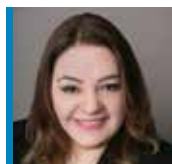
Jay Harrison
Chief Investment
Officer



Kristy Ollendorff
Chief Credit
Officer



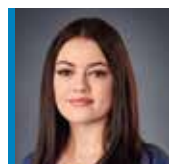
Terrin Enssile
Chief Financial
Officer



Alanna Smith
Director of Marketing



Cesar Plascencia
Office Coordinator



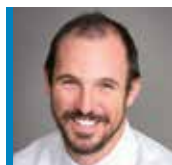
Gabriella Brusseau
Receptionist/
Administrative Assistant



Julie Jongsma
Sr. Accountant



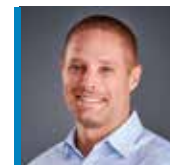
Alex Aguilar
Construction Loan
Specialist



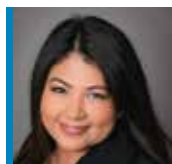
Chris McMartin
Opportunity Fund
Manager



Guy Krikorian
Controller



Justin Merlette
Assistant Loan
Servicing Manager



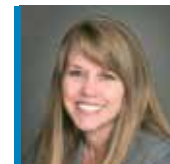
Amanda Virrey
Commerical Loan
Processing Manager



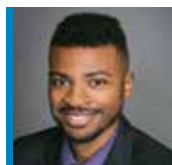
Colin Wegener
Assistant Controller



Jatin Mehta
Sr. Accountant



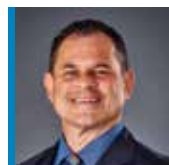
Kathy Bonney
Director Business
Operations/HR



Avery Ebron
Impact Lead



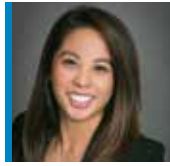
Debra Kramer
Construction Loan
Specialist Manager



Jesse Cruz
SoCal Market
Representative



Lacey Dixon
Loan Funder



Lauren Manalili
Commercial Loan
Funder



Michelle Taylor
Loan Servicing
Manager



Roscelle Shands
Commercial Loan
Funding Manager



Ted Chien
Underwriting Manager



Lawrence Chavez
New Mexico Market
Representative



Natasa Radosavljevic
Marketing Assistant



Sabrina Tran
Marketing Analytics
Manager



Tyler Hagen
Collateral Specialist



Lorey Louie
Portfolio Analyst



Pearl Curbelo
Production Assistant NV



Scottie Schindler
Sr. Commercial
Underwriter



Violeta Stolpen
Impact Writer
& Analyst



Lundi Chea
NMTC Asset &
Compliance Manager



Randy Dixon
Sr. Small
Business Underwriter



Sophia Barcelo
Loan Servicing
Specialist



Melissa Brown
Portfolio Manager



Ricky Ha
NMTC Staff
Accountant

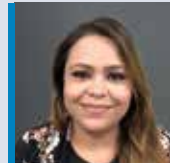


Taylor Lajoie
Assistant Commercial
Loan Funder

**AFFORDABLE
HOUSING
CLEARINGHOUSE
(AHC)**



Brenda Rodriguez
AHC Executive Director



Janell Abarca
Sr. Housing Counselor



Helen Tran
Housing Counselor

PARTNERS IN OUR MISSION



Back Row Left to Right: Gary Dunn, Mark Rebal, David Levy, Brian Riley, Susan Montoya, Jeff Talpas, Chris Walsh, Claudia Lima, Glen Pacheco, Lisa Dancsok, Robert McAuslan

Seated Left to Right: Kelvin James, Pat Neal, Alva Diaz

Not Pictured: Ray Nayar



"My years of work with the Fair Housing Council of Orange County have made me realize that while housing is important, it alone is not sufficient to address issues of social and economic justice. For that, it takes access to opportunity. The community development made possible through CCDFI financing helps create that opportunity."

- David Levy, Fair Housing Council of OC

Board of Directors

Gary Dunn - CHAIR

Banc of California - Retiree

Alva Diaz

Wells Fargo

Brian Riley

State Bank of Arizona

Chris Walsh

Partners Bank

Claudia Lima

CIT

David Levy

Fair Housing Council of OC

Glen Pacheco

First Choice Bank

Jeff Talpas

BBVA Compass

Kelvin James

Bank of Hope

Lisa Dancsok

Arizona Community Foundation

Mark Rebal

Nano Banc

Pat Neal

Neal Estate, Inc.

Robert McAuslan

Western Alliance Bancorporation

Susan Montoya

CRA Executive

Ray Nayar

AOF / Pacific Affordable
Housing - Retiree

Loan Committee

Glen Pacheco – CHAIR
First Choice Bank

Gary Dunn
Banc of California – Retiree

Dino Browne
Las Vegas Urban League

Laura Green
First Foundation Bank

Melody Winter Head
Federal Reserve Bank of San Francisco

Patricia Dixon
CalPrivate Bank

Waheed Karim
Banner Bank

Wesley Wolf
Wolf & Company, Inc.



"Being on the Loan Committee as the community member allows me to work with a team of business professionals that have a common goal of providing quality loan underwriting services to the communities that Clearinghouse CDFI services."

–Wesley Wolf, Wolf & Company, Inc.

Arizona Board of Advisors

Andrew Gordon – CHAIR
Clearinghouse CDFI

Craig Williams
Snell & Willmer

David Castillo
Native Capital Access

John Prince
Highland Financial Consulting

Jonathan Koppell
ASU Watts School of Public
Service and Community Solutions

Douglas Bystry
Clearinghouse CDFI

Ken Burns
Arizona Commerce Authority

Michael Lefever
Wells Fargo

Paul Hickman
Arizona Bankers Association

Tim Bruckner
Alliance Bank of Arizona



"Arizona benefits greatly from community projects financed by Clearinghouse CDFI. Annual loan volume more than doubled since Arizona MultiBank combined with Clearinghouse CDFI in 2015. I'm also delighted that, in 2018, Clearinghouse CDFI brought \$13.5M in NMTCs to Phoenix and the San Carlos Apache Indian Reservation."

– Michael Lefever, Wells Fargo

Community / NMTC Advisory Board

David Levy – CHAIR
Fair Housing Council of OC

Delores Brown
CEDC, Inc.

Alan Woo
Santa Ana Unidos

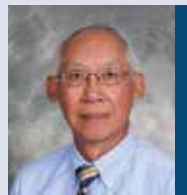
Andrew Michael
Partnerships for Change

Gerald Sherman
Bar K Management Company

Raymond Turner
Temple Missionary Baptist Church

Stanley Tom
Valley Small Business Development Corp.

Tim Johnson
City of Federal Way



"My participation on the Advisory Board has enlightened me on the community development potential of Clearinghouse CDFI—one the most active and innovative lenders. I am fascinated and proud to be a member of the Advisory Board and look forward to the next impactful project."

– Stanley Tom, Valley Small Business Development Corp.

Native American Advisory Board

Gerald Sherman - CHAIR
Bar K Management Company

Bob Crothers
Citizen Potwatomi CDC

David Murray
Native Capital Access

Karlene Hunter
Native American Natural Foods

Shawn Nelson
Father Sky & Mother Earth ART

Lenell Carter
San Pasqual Tribe
IPAI Community Loan Fund



"I thank Clearinghouse CDFI's Native Advisory Board for allowing me the opportunity to participate in discussions and activities that assist underserved communities and I look forward to a very productive 2019!"

- Lenell Carter, San Pasqual Tribe
IPAI Community Loan Fund

Arizona Investment Committee

Andrew Gordon - CHAIR
Clearinghouse CDFI

Cyndi Franke-Hudson
Wells Fargo

Edward Celaya
Mutual of Omaha Bank - Retiree

Esperanza Martinez
National Bank of Arizona

Lisa Van Ella
State Bank of Arizona

Tim Bruckner
Alliance Bank of Arizona



"I am very happy to be a part of Arizona MultiBank, a division of Clearinghouse CDFI. Though Arizona MultiBank has been active in Arizona for over 27 years, joining forces with Clearinghouse CDFI has allowed Arizona MultiBank to increase lending and increase impact within our community. I am excited to see what the future will bring for these great companies and glad to be a part of the organization."

- Tim Bruckner, Alliance Bank of Arizona

Asset Review Committee

Glen Pacheco - CHAIR
First Choice Bank

David Sharp
Pacific Western Bank

Joe Chen
First General Bank

Mark Rebal
Nano Banc

Elsa Monte
Pacific Western Bank

John Marder
First Bank

Melinda Costa
Wells Fargo



"It has been a pleasure to support the work of the Clearinghouse CDFI these past 14 years. Clearinghouse CDFI plays a very important role in providing credit for community development projects in the western region, and I am so proud to have been part of its growth."

- Elsa Monte, Pacific Western Bank

ALCO Committee

Brian Riley – CHAIR

State Bank of Arizona

Craig Kardokus

First Foundation Bank

David Levy

Fair Housing Council of OC

Michael Solomon

Charles Schwab Bank

Steve Herman

California Bank & Trust (Zions)

Susan Montoya

CRA Executive

Rama Mohan Rao Amara

State Bank of India



"It has been an honor to serve alongside my colleagues on the ALCO Committee for Clearinghouse CDFI. The ALCO Committee includes seasoned financial executives that provide the guidance and oversight needed to deliver more capital to underserved markets."

– Steve Herman, California Bank & Trust (Zions)

Outreach Committee

Susan Montoya – CHAIR

CRA Executive

Barbara Boone

Western Alliance Bank

Gary Dunn

Banc of California – Retiree

Arturo Pérez

U.S. Bancorp

Bruce Gumbiner

Cathay Bank

Joy Hoffmann

Bank of the West



"I have supported many agencies over my career but I can say without a doubt that Clearinghouse CDFI has proven to be an agency of tremendous strength with razor-sharp focus achieving exceptional results. The staff and board of directors are the highest of quality and it has been a pleasure to support the mission of Clearinghouse CDFI for the last 20 years."

– Susan Montoya, CRA Executive

In Memory of Mike McCraw






Our dear friend and long time NMTC Advisory Board member Mike McCraw passed away on December 25, 2018. Mike was a remarkable human being who was a trailblazer in community and economic development. He was the President and CEO of California Southern Small Business Development Corporation for 24 years, providing capital and opportunities to numerous small businesses throughout California.

Mike introduced Clearinghouse CDFI to Market Creek, our first ever New Markets Tax Credit project in 2002. Working with Joe Jacobs, Jennifer Vanica, and the Jacobs Foundation, he was relentless in obtaining long-term financing for this shopping center in a low-income area. Because of Mike's leadership and our involvement, Market Creek became the premier example of how community development should occur.

Mike was an exceptionally committed and involved NMTC Advisory Board member for 14 years. He and Doug Bystry were brothers on both a professional and personal level with shared passions and a fond and deep friendship.

Mike will be greatly missed by all who knew him.

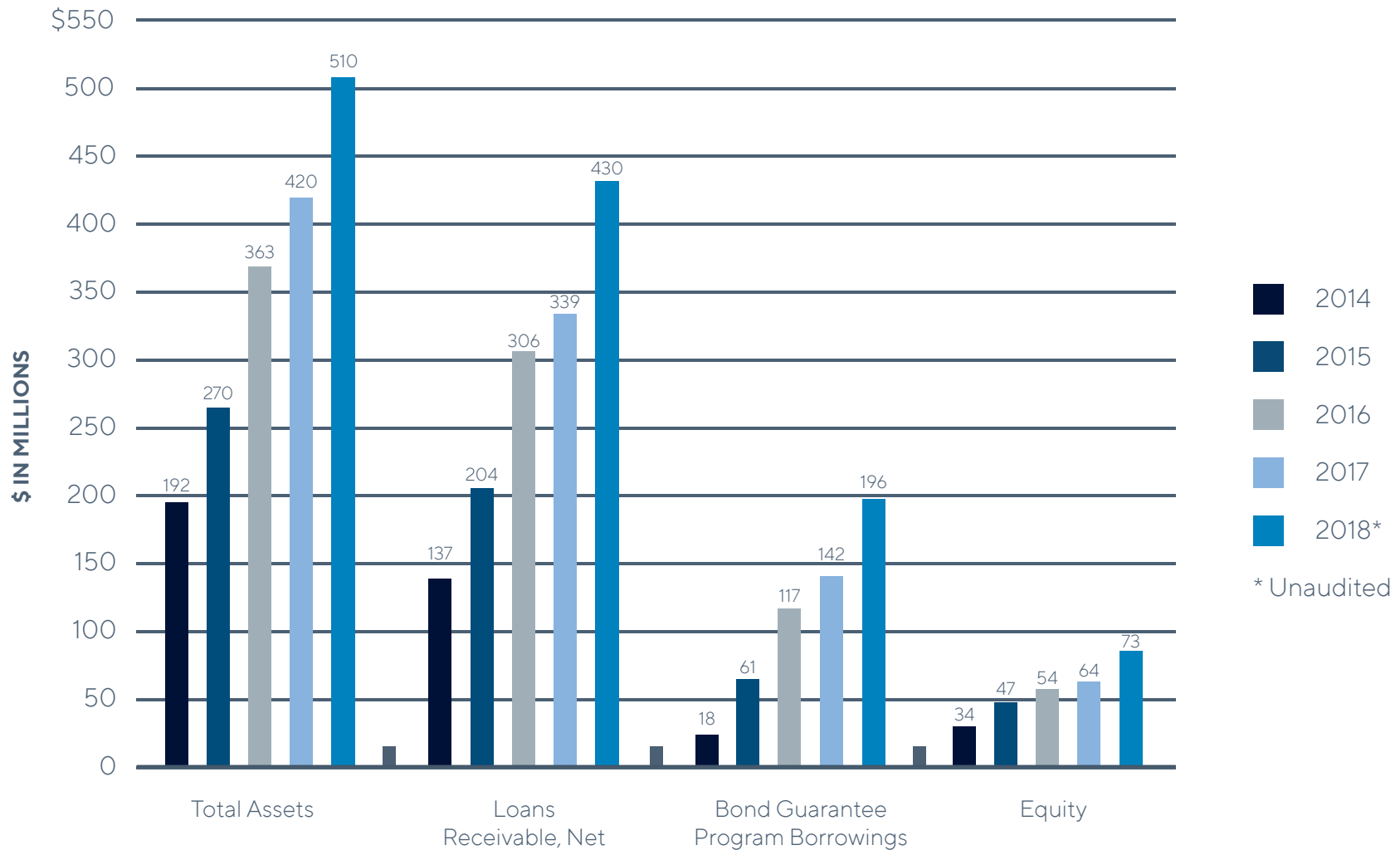
 <p>Class A Investor</p>	 <p>Class A Investor Class C Investor</p> <p>NMTC Investor Lender</p>	 <p>Class A Investor</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor Depositor</p> <p>Class C Investor Lender</p>	 <p>Class A Investor Depositor</p>
 <p>Class A Investor</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor</p>	 <p>Class A Investor Depositor</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor Lender</p>
 <p>Class A Investor Lender</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor Lender</p>
 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor Class C Investor Lender</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor</p>
 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor Depositor</p>	 <p>Class A Investor</p>
 <p>NMTC Investor</p>	 <p>NMTC Investor</p>	 <p>Lender</p>	 <p>Lender</p>	 <p>Depositor</p>	 <p>Depositor</p>

 <p>Class A Investor</p>	 <p>Class A Investor NMTC Investor Lender</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>
 <p>Class A Investor Lender</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>
 <p>Class A Investor</p>	 <p>Class A Investor NMTC Investor Lender</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>
 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor Lender</p>	 <p>Class A Investor</p>
 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Class A Investor</p>	 <p>Depositor</p>	 <p>Class C Investor</p>	 <p>Class C Investor</p>
 <p>Class C Investor Lender</p>	 <p>Lender</p>	 <p>Lender</p>	 <p>Capital for Communities – Opportunities for People® BGP Qualified Issuer</p>	 <p>Lender BGP Qualified Issuer</p>	 <p>Lender</p>

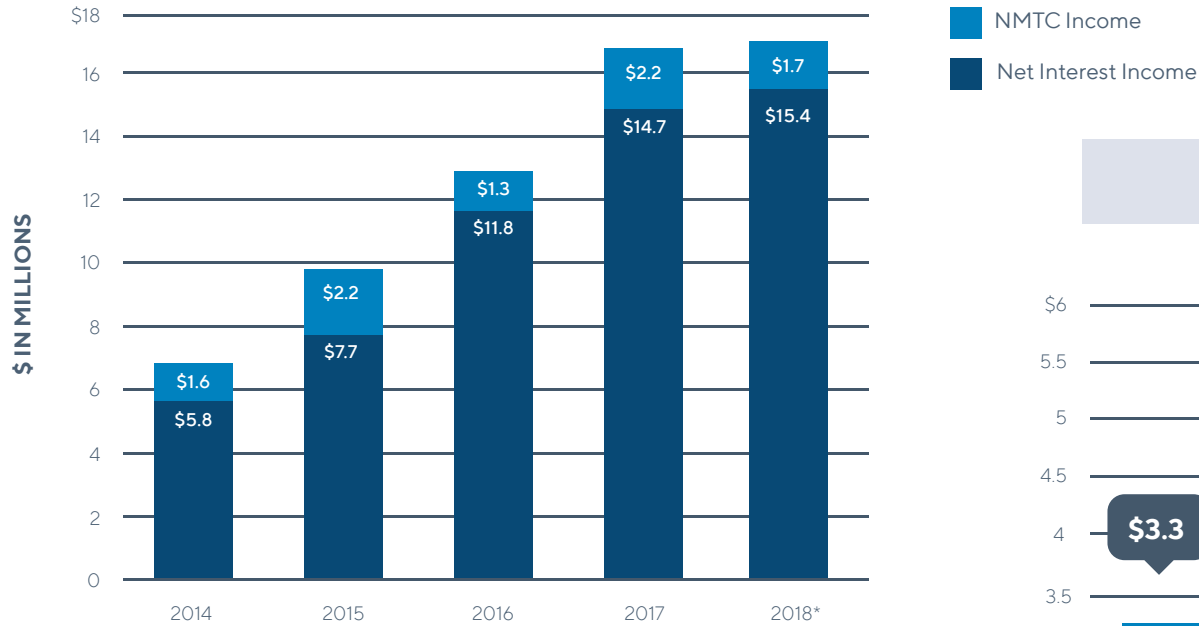
THANK YOU FOR YOUR PARTNERSHIP & SUPPORT

2018 Financial Information

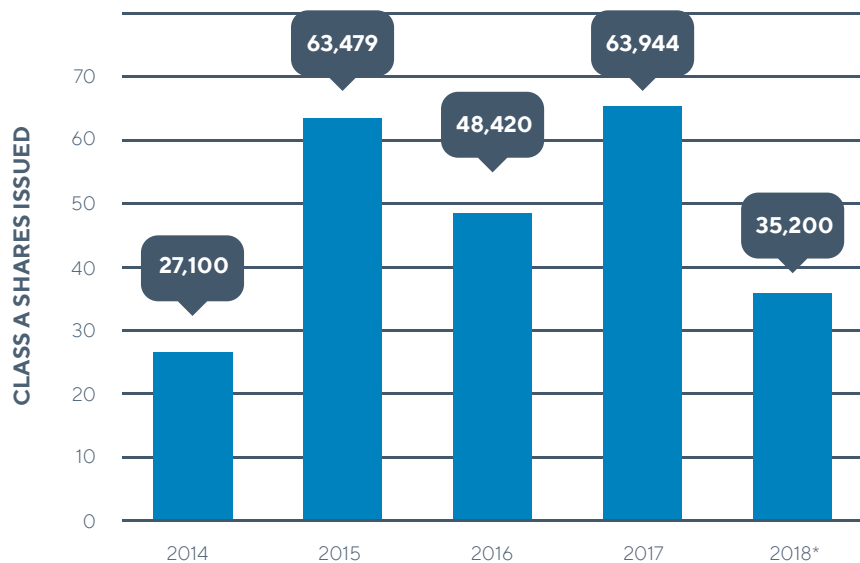
Selected Financial Highlights 2014-2018



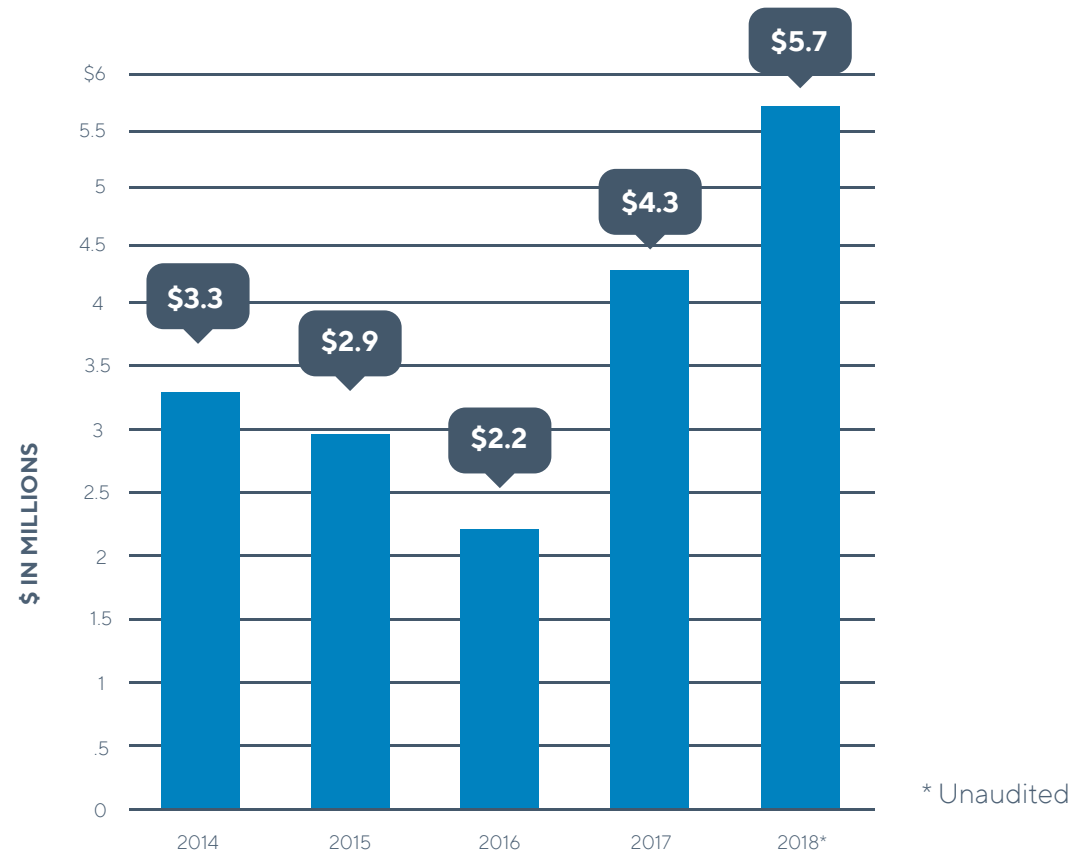
Net Interest Income / New Markets Tax Credits Income



Class A Shares Issued 2014-2018



NET Income 2014-2018



Total Asset Size
Milestone: **\$510MM**

2018 Core Lending



2018 Construction Milestones

- **CCDFI Construction Lending:** CCDFI funded a total of \$36MM in 2018, 14.4% of the \$250MM total funded since inception.
- **Total Individuals Served:** CCDFI funded new construction projects serving over 20K individuals in 2018.
- **Construction Complete – Mesquite Library, Mesquite, NV:** A new library branch and auxiliary learning center offer a hub for learning, careers, and events in this low-income community. CCDFI provided \$10MM of NMTC allocation.
- **Construction Complete – CARE Community Center—Oakland, CA:** Development of the new CARE Center allowed Lao Family Community Development to expand services for people facing homelessness and other challenges to reach 15K individuals annually. CCDFI provided a \$7.67MM NMTC leveraged loan.

2018 Core Milestones

- **CCDFI Opportunity Zone Initiative:** Launched in 2018; Completed first investment in 2019—acquisition of vacant land in Los Angeles, CA for development into a 31-unit, multi-family apartment building including affordable units.
- **Capital Magnet Fund:** CCDFI was awarded a \$3.2MM grant from the U.S. Dept. of Treasury CDFI Fund to finance the development of affordable housing in CA, AZ, NV, and NM.
- **Financial Assistance & Disability Opportunity Fund Awards:** Clearinghouse CDFI received two awards from the U.S. Dept. of Treasury CDFI Fund: \$850K to finance educational and vocational projects; and \$400K to finance single-family group homes and multi-family assisted living projects for disabled individuals.
- **CDFI Bond Guarantee Program (BGP):** CCDFI closed a \$150MM bond—the largest, single bond loan to ever be originated through the U.S. Treasury's CDFI BGP, and CCDFI's third issuance, for a total of \$350MM.

2018 Healthy Food Loan Milestones

- **CCDFI Food Related Lending:** CCDFI funded \$5.45MM in 2018 to provide healthy food access for minority communities located in food deserts. These loans serve 26K individuals.
- **FreshWorks Membership:** CCDFI became a California FreshWorks member to help increase access to affordable, healthy food in low-income and underserved communities.
- **Project Spotlight - Red Lake Retail—Red Lake, MN:** Development of a new retail center will provide products and services—including a larger deli and fresh produce—for members of the Red Lake Band of Chippewa Indians and local community. CCDFI purchased a \$2.81MM participation in a \$6.5MM loan.
- **Project Spotlight - Community Foods Market—Oakland, CA:** Construction of a new supermarket will provide fresh food access and create 60 jobs in a low-income area that has been a food desert since the 1970's. CCDFI purchased a \$1.6MM participation in a \$6.1MM NMTC source loan.

Staff Life



Staff hours
volunteered:
1,780 HOURS



"Civic 50: Most Community-Minded Company"
– by OC Business Journal & OneOC







In Memory of CCDFI Friend and Associate,

Alan Orechwa

Alan Orechwa served Clearinghouse CDFI in many capacities throughout the entire 22-year history of our company. He was our longtime Board Chairman, Chief Financial Officer, as well as the senior member on our Loan, Asset Review, ALCO and Arizona MultiBank Investment Committees. Alan had voted on, reviewed, or opined on, essentially every loan we made—totaling over \$1.2 billion.

In 2012, Alan resigned from the board and became Clearinghouse CDFI's Chief Financial Officer. As CFO, he led our finance, funding, and loan servicing teams. Alan contributed significantly to our executive team during a period of tremendous growth and geographic expansion.

Always the CPA, many of our corporate policies, practices, and operations can be attributed to Alan's conservative and principled approach to running a financial institution. Yet, he also embraced our community focus and was extremely proud of our most impactful loans. Alan's commanding presence and dry sense of humor meant he was both respected and well-liked in the office.

Alan was tenacious about continuing to work and contributing up until his final days. He could not have accomplished this without the tremendous assistance of his loving and devoted wife, Doris. A herculean effort was needed each morning just getting into their car.

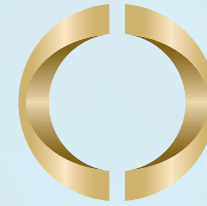
They would then make the long trek from home to our office so that Alan could continue his responsibilities as CFO for the company he loved so much. Alan never complained nor wanted any sympathy from any of his co-workers. He was truly a role model for commitment, dedication, and a "never quit attitude".

Clearinghouse CDFI owes much to Alan Orechwa. He was my personal mentor, friend, and a role model for 20-plus years. We have benefited greatly from, and relied upon, his wisdom and guidance. Thank you, Alan.

Alan will be profoundly missed.

– Douglas Bystry,
Clearinghouse CDFI President/CEO

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