

2022

ANNUAL REPORT



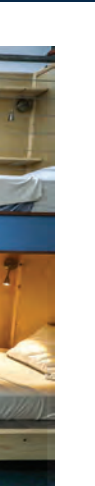
purpose

Clearinghouse CDFI was established in 1996 to serve lower income and disadvantaged communities in Southern California. We've expanded our services over the past 27 years to reach low- and moderate-income communities nationwide, with a focus on the West, Southwest, and Indian Country. As a full-service, direct lender, we meet our mission every day by financing projects that create jobs and services where they're needed most.

The impact of our work goes far beyond the immediate beneficiaries of the projects we finance. By working towards a shared **purpose** alongside our partners and shareholders to meet unmet credit needs, together we're investing in economic prosperity and uplifting the quality of life in lower-income communities.

Clearinghouse CDFI's financing solutions are not just affordable; they are game-changing platforms for success that break down barriers and create opportunities where conventional markets have failed. We are dedicated to driving real, meaningful change and creating a brighter future for communities in need. We remain unwavering in our **purpose** and in our belief in people. **We are For-Profit, For-People.**





Contents

1

President's Letter

3

2022 Featured Projects

13

Impact

15

2022 Achievements

19

Opportunity Zones

21

FVLCRUM Fund

23

Our Partners

27

2022 Financial Information

29

Our Supporters

31

Our Team

A Message From:

Douglas J. Bystry
President / CEO



Serving low-and-moderate income communities with **Purpose**. That is something Clearinghouse CDFI has done for over 25 years. In 2022, we continued our tradition of steady, strong, and purposeful growth and community impact while laying the framework for future economic and geographic expansion to underserved markets and communities.

We originated 45 loans totaling **\$182 million** while navigating unprecedented economic uncertainty in an environment of rapidly rising interest rates. 65 percent of the projects financed in 2022 were in low-income census tracts. 40 percent of our loans directly benefited minority populations or minority-owned or controlled entities.

Affordable housing finance remains a core focus for our company. In 2022, we developed, rehabilitated, or preserved 1,580 housing units. Of those, 81 percent were affordable to low-income families. We launched a focused effort to finance mobile home parks to support entry level-housing throughout the country. Additionally, we sought to meaningfully address growing homeless population through projects like the Kean Hotel in San Francisco.

Our commitment to education and youth was significant in 2022. Port View Preparatory, a school for special needs children in Tustin, California, received a \$19 million loan from Clearinghouse CDFI. This will allow Port View to expand enrollment and serve thousands of additional students in future years.

We **doubled** the size of the Allen Peters Baldwin 'B' BOLD™ Internship program in 2022 by increasing the number of low-income, high school and college student interns. For the first time, we offered paid internships with our bank partners, providing students with valuable experience and insight into careers in banking and finance.

Clearinghouse CDFI remains nationally engaged with Native CDFIs and opportunities that support Native American projects and initiatives.



FVLCRUM Fund continued with capitalization and made its first investments in 2022. Four minority-owned businesses received equity capital investments and are positioned for strong future growth and impact. Highlighting this activity is our investment in the largest black-owned crane company in the United States located in Corpus Christi, Texas.

Barings (Mass Mutual, Brighthouse Financial, Lincoln Financial Group) provided Clearinghouse CDFI with a \$50 million term loan in 2022, one of our largest debt facilities ever. This insurance company's facility allows us to further the reach of our financing products to help underserved families and communities throughout the United States.

In 2022, B Lab recognized Clearinghouse CDFI as Best for the World for the 5th consecutive year. We recorded our 23rd consecutive year of **profitability** with after-tax earnings of \$7.5 million. Total assets in 2022 increased to **\$639 million** at year end. We started the process of recapitalizing the corporation by retiring our Class B shares.

The strong support of our shareholders and stakeholders has allowed us to improve lives and livelihoods.

We look forward to working with our investors and community partners in the upcoming years to assist the most economically distressed areas. Thank you again for your support and assistance.

Douglas J. Bystry
President / CEO



2022 Featured Borrowers

Educational Facilities

Tierra Encantada Charter School (TECS)

Santa Fe, NM

\$3.8 Million Loan

TECS is undergoing a 20-year lease-purchase agreement with Charter Schools Development Corporation (CSDC) thanks to \$3,862,000 in financing from Clearinghouse CDFI. TECS is a college preparatory charter school serving grades 7-12 in Santa Fe, NM. The school is acquiring its existing building through the agreement with CSDC, who is purchasing the building and allowing TECS to make lease payments applied toward a future purchase option. CCDFI's loan makes TEC's lease purchase possible, which in turn provides long-term stability for this dual language environment charter school serving a primarily low-income Hispanic population.



Middle College High School (MCHS)

Gallup, NM

\$4.4 Million Loan

Clearinghouse CDFI is providing \$4,400,000 in financing for public educational services benefiting Navajo and minority students in New Mexico through the construction of a new public charter school. MCHS focuses on increasing student involvement in post-secondary education with an emphasis on service for underrepresented students of diverse backgrounds. The new facility will allow MCHS to continue providing a seamless educational continuum that prepares students for their post-secondary goals.



Impact:

Serves 140 students from diverse backgrounds: 74 American Indian (52.85%), 22 Hispanic (15.71%), and 8 Asian (5.7%)



Impact:

Provides a dual-language learning environment for students in grades 7-12, of which 93% are Hispanic and 53% receive free or reduced lunch



Impact:

Allows PVP to increase enrollment from 83 to 204 students receiving special needs education and services

Port View Preparatory (PVP)

Tustin, CA

\$19 Million Loan

Clearinghouse CDFI provided \$19,000,000 to PVP to support ongoing school operations for children with special needs. PVP is a nonpublic school catering to students with moderate to severe developmental disabilities. Acquisition financing from CCDFI allows PVP to take ownership of their current property which includes 10 classrooms, admin and conference rooms, a cafeteria, a fitness room, and a large 14,000-square-foot gymnasium.

Mobile Home Parks

Mountain Timber Estates

Kerby, OR

\$1.5 Million Loan

Clearinghouse CDFI is aiding improvements to a mobile home park serving low-income individuals in Kerby, OR with a \$1,500,000 loan to refinance existing debt. CCDFI's loan, which supports critical park and coach improvements, will help stabilize the property and create a safer, healthier living environment for residents.



Impact:

Improves and preserves 58 mobile home spaces for low-income individuals

Hand Up Ministries (HUM)

Oklahoma City, OK

\$2.85 Million Loan

Clearinghouse CDFI is supporting HUM's efforts to stabilize and improve their two mobile home parks with a \$2,850,000 loan. HUM is a faith-based, nonprofit, prison after-care program providing housing, transportation, life skills, and employment counseling for adults exiting the justice system. CCDFI's financing allows HUM to refinance an existing high interest rate loan into a long-term fixed rate loan with additional funds for park improvements.



Impact:

Establishes a long-term, fixed-rate, supporting park stability and improvements to 92 affordable housing units for homeless / unemployed individuals



Millard Management

Montrose, CO

\$800,000 Loan

Clearinghouse CDFI is assisting a family-owned, Colorado mobile home park with \$802,050 in financing for park growth and site improvements. CCDFI's loan also provides a lower, long-term, fixed interest rate which will help stabilize the park for many years to come.

Impact:

Supports park stability, growth, and improvements to 58 mobile homes serving low-income individuals

Senior Housing

American Heritage Partners Assisted Living (AHP Union City)

Union City, IN

\$10.1 Million Loan

Clearinghouse CDFI is bringing affordable senior living to a low-income community with a \$10,112,000 loan to develop a new assisted living facility. Union City, Indiana is a rural community with very limited affordable senior living options. AHP Assisted Living will be a full-service facility offering restaurant-style meals, social activities, laundry, and wellness for 74 low-income seniors.

Impact:

Provides affordable, assisted living for 74 seniors in a significantly underserved area

American Heritage Partners Assisted Living (AHP Yorktown)

Yorktown, IN

\$4.4 Million Loan

A \$4,432,000 loan from Clearinghouse CDFI is transforming a vacant Indiana property into 48-units of assisted living and memory care. The new facility will offer transportation services, beauty/barber services, a library, courtyards, and more for a low-income senior population.

Impact:

Creates a 48-unit, full-service, assisted living facility for low-income seniors



Ella Springs

Houston, TX

\$10.5 Million Loan

Clearinghouse CDFI is supporting senior living in Texas with a \$10,515,000 loan to refinance the Ella Springs Assisted Living Community in Houston. Ella Springs is a recently constructed state-of-the-art facility focused on enriching the lives of those they serve by providing compassion, respect, and grace to the senior community. CCDFI's loan is stabilizing the property, allowing Ella Springs to focus on providing 24-hour care to its residents for years to come.

Impact:

Establishes long-term stability for a senior facility providing 24-hour care for 102 seniors



Transitional Housing

The Teen Project

Van Nuys, CA

\$2.64 Million Loan

Clearinghouse CDFI is financing addiction and rehabilitation services for young women with a \$2,640,000 loan to The Teen Project for acquisition of a new residential facility. The Teen project is a nonprofit organization providing healing and hope for young women recovering from human trafficking and homelessness. The new facility will operate as a licensed drug treatment center for victims of trafficking, offering no-cost, specialized care for these young women through a trauma-informed lens.



Impact:

Provides treatment, rehabilitation, and support services for 24 transitional, low-income, at-risk women ages 18-35

Native American Outreach Ministries, Inc (NAOMI)

Joseph City, AZ

\$125K in Financing

Clearinghouse CDFI is working with NAOMI to establish a safe space in Arizona to foster and shelter children in emergency situations. NAOMI is a nonprofit mission home dedicated to providing a safe, loving home for Native American Children ranging from birth-18 years old, including emancipated youth. With a \$125,000 loan from CCDFI, NAOMI is purchasing a single-family residence to serve as transitional housing for youth aging out of the system. CCDFI's loan allows NAOMI to expand its capacity and offer counseling, special education, and a place of hope and healing for neglected children.



Impact:

Expands capacity for sheltering Navajo children and provides a transitional space for Navajo young adults

Kean Hotel

San Francisco, CA

\$6 Million Loan

Clearinghouse CDFI is helping to address San Francisco's acute homelessness issue with a \$6,166,550 loan to preserve affordable housing for extremely low-income individuals transitioning from homelessness. CCDFI's loan supports the acquisition of the Kean hotel, which will be leased to the San Francisco Homeless Outreach Team—an arm of the Department of Homelessness and Supportive Housing that connects vulnerable individuals with shelter and resources.

Impact:

Provides 40 affordable, transitional housing units for extremely low-income individuals earning less than 30% AMI



Minna Street Hotel

San Francisco, CA

\$9.9 Million Loan

Clearinghouse CDFI is bringing more affordable housing options to San Francisco with a \$9,907,500 loan for the Minna Project (MP) to repurpose an old hotel into transitional housing. MP is a transitional housing program for justice-involved adults with a history of substance use and/or mental illness. The property, known as the Minna Street Hotel, offers 73 guest rooms, common areas, and administrative space.

Impact:

Provides 73 affordable, transitional housing units for low-income adults exiting the prison system and helps mitigate barriers to reentry



Multi-Family Affordable Housing

Preservation XV, L.P. (Preservation)

Los Angeles, CA

\$44.85 Million in Lending

Clearinghouse CDFI is combating the housing crisis in downtown Los Angeles with 6 separate developments and 4 loans totaling \$44,850,000 to Preservation. Preservation is an entity focused on the rehabilitation and management of affordable housing developments, prioritizing affordability for homeless veterans. CCDFI's loans provide bridge financing to a HUD loan and funds for ADA work and deferred maintenance—sustaining over 400 Section 8 housing units across two dozen properties in a low-income area.

Impact:

Provides a total of 405 project-based Section 8 units across 24 properties in a low-income neighborhood



Cityscape Broadway

Seattle, WA

\$14.6 Million Loan

Clearinghouse CDFI is providing a \$14,600,000 mini-perm loan to help Housing Diversity Corporation (HDC) bring affordable housing to Seattle, WA. CCDFI's loan uses award funds received through the U.S. Treasury Capital Magnet Fund Program to help finance the development of affordable housing for homeless and other disenfranchised populations. These funds support Cityscape Broadway, a newly built mixed-use property in downtown Seattle. HDC provides a forward-thinking alternative to traditional apartment living through sustainably designed, modern spaces that allow people to affordably live in beautiful surroundings within these urban centers.



Impact:

Provides 53 affordable rental units to families with less than 80% AMI

Our Impact in 2022

\$182 Million

Total Project
Financing in 2022

64%

of 2022 Financing
Benefits Projects in
Low-Income
Communities

1,761

Jobs Created
or Retained
in 2022

37%

of Jobs Created
or Retained in 2022
are in High
Unemployment
Areas

1,580

Housing Units
Developed,
Rehabilitated, or
Preserved in 2022

81%

of Housing Units
Created in 2022
are Designated
Affordable

45

Total Projects
Financed in 2022

11%

are Located
in Non-Metropolitan
Areas

23%

Median Poverty
Rate of Projects

40%

are Minority
Owned/Controlled
OR Primarily
Serving a
Minority Population

16,660

Clients/Customers Served

2,686

African American
Clients Served in 2022

7,868

Latino/Hispanic
Clients Served in 2022

510

Native American /
Native Alaskan Clients
Served in 2022

Our Impact Since 1996

\$2.2 Billion

in Cumulative Lending
Since Inception



2,600+

Projects Funded
Since Inception

12,000

Affordable Housing **Units**
Created Since Inception

40,000+

Jobs Created or
Retained Since Inception

3.9 Million

Total **Clients/Customers**
Served Since Inception

Our Achievements in 2022

Certified



Honored by B Lab as
"Best for the World"
for the
5th Consecutive Award Year



Customers



Governance

**TOP
WORK
PLACES**

#64 out of **169**

Companies Recognized as

**Top Workplaces
in Orange County**

CCDFI Awarded
\$60 Million
of NMTC Allocation
from U.S. Department of Treasury

Since Inception,
Clearinghouse CDFI has been
Awarded a Total
\$663 Million of NMTC Allocation



CCDFI Awarded a
\$4 Million Grant
from U.S. Treasury CDFI Fund
Capital Magnet Program

Since Inception, Clearinghouse CDFI
Has Been Awarded
4 CMF Awards Totaling
\$12.2 Million



Real Leaders Impact Awards

Ranked **#10** in Financial Services and
#117 of **300** Overall in the
2023 Real Leaders Impact Awards



OC Civic 50

Recognized as one of the 50 most
Community-Oriented Companies in
Orange County, CA

Sponsored a
\$1 Million Affordable Housing Program (AHP) Award

through FHLBank San Francisco to Finance 122
Units of Affordable, Permanent, Supportive Housing
in South Los Angeles



2022 Total
Charitable
Contributions

\$181K

2022 Charitable
Recipients

29

Total Charitable
Contributions Since Inception

\$2.4 Million

Clearinghouse CDFI partnered with Arbor Day Foundation and Lively Root to give Board and committee members a unique holiday gift option—the gift of sustainability. With every plant purchased, Clearinghouse CDFI supported the reforestation of the Manchester State Forest in South Carolina, home to several threatened and endangered species. Lively Root's donation to the Arbor Day Foundation is ongoing, and Clearinghouse CDFI is proud to be a part of this effort to solve critical issues such as climate change, air and water quality, poverty, hunger, and habitat destruction.



Staff Volunteering Efforts!

2,457

Volunteer Hours
in 2022

at

50+

Organizations



Continuing our Commitment

the change

B Corp Initiatives – The Allen Peters Baldwin 'B' BOLD™ Internship Program

B Corp Committee

Lacey Dixon – CHAIR

Yves Mombieur – EXECUTIVE LIAISON

Allie Weber

Analisa Wells

Brian Sagert

Donald Degollado

Gabriella Hale

Karyna Tafel

Kat Donovan

Lawrence Chavez

Lisa Van Ella

Melissa Johnson

Natasa Alexander

Susan Montoya

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"I had the incredible opportunity this year to Chair the B Corp Committee here at Clearinghouse CDFI. I got to work alongside a passionately dedicated team to make great strides in volunteerism and environmentalism in our company. I cannot wait to see what next year holds for us!"

Lacey Dixon
Chair – B Corp Committee



2022 B Champion!

Susan Montoya –

Susan is a member of the B Corp Committee, which was a vital in facilitating all company-wide volunteer events in 2022. She volunteers many hours of her time outside of work and heads CCDFI's 'B' Bold(er) Internship program. Susan is kind, hardworking, and always goes above and beyond.

Congratulations, Susan, and thank you!



Kimberly Santiago



Samantha Sarmiento

**'B' BOLD(ER)
Interns**



Abigail Verdugo



Amayrani Tlatelpa



Fernanda Ortiz

'B' BOLD | 'B' BOLD(ER) Internship

In 2022, Clearinghouse CDFI expanded its paid student internship program with the launch of 'B' BOLD(ER): Building Bridges through Outreach, Leadership, Development, Engagement, and Recruitment. The 8-week, summer cohort accepted two local high school students and three college students from California and Arizona, providing thought-provoking workshops, team-building exercises, and on-site partner experiences. Activities connected interns to new opportunities and business professionals, shaping the future of community development. 'B' BOLD(ER) attributes much of its success to the generous efforts of our Founding Partners, who deliver funding and subject matter expertise while passionately believing in our shared **PURPOSE:** investing in tomorrow's leaders.

Program History

After becoming a B Corporation in 2016, the inception of 'B' BOLD™ began to expose high school students to an on-site internship opportunity. Students worked with Clearinghouse CDFI departments, learning about its mission to provide economic opportunities and improve the quality of life for LMI communities and individuals through innovative financing. In 2022, the program was expanded to include college students from low-income households, and 'B' BOLD(ER) was created.



**Thank You to Our
Founding Partners!**



Opportunity Zones

2022 Reflection: A Year of Progress

At Clearinghouse CDFI, we are more than just investors in Opportunity Zones; we are investors in economic opportunity and catalysts for positive change in our communities. Our engagement in Opportunity Zones uniquely positions Clearinghouse CDFI to not just invest but to control development in designated low-income areas. Our Opportunity Zone work leverages both impact and alpha, creating jobs that help small businesses and surrounding communities to grow and thrive.



The Mary Hammond Center

Columbia, SC



Clearinghouse CDFI's South Carolina Development Brings New Opportunity to Local Community

CCDFI recently acquired this 2.7-acre site consisting of a 32,000 sq. ft. shopping center divided into six commercial spaces. City and state officials welcomed CCDFI's partnership and subsequent redevelopment of the space into the The Mary Hammond Center, which serves the surrounding community, including HBCUs Benedict College and Allen University; local hospitals, and nearby single-family neighborhoods.

2022

Project Grand Openings!

Nabi

Koreatown, Los Angeles

Now Officially Open: The First CDFI Sponsored Opportunity Zone Project to Break Ground & Be Completed in Koreatown

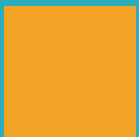
NABI is Clearinghouse CDFI's Opportunity Zone development—a six-story, multi-family apartment complex with 31 market rate units situated over parking on a previously vacant lot. The property is located within walking distance to transportation, employment, and entertainment.



Caritas Center

Santa Rosa, CA

In 2021, Clearinghouse CDFI provided \$10 million of NMTC allocation and a \$4.2 million short-term bridge loan for development of the Caritas Center. The new Central Valley community center provides comprehensive homeless support services in a severely distressed area. It includes a medical respite and a Federally Qualified Health Center for on-site medical and mental healthcare, expanding services to an additional 2,000 patients annually.



FVLCRUM – 2022

Helping Bridge the U.S. Racial Wealth Gap

FVLCRUM Funds LP (FVLCRUM) was established to invest in lower middle market, minority-owned companies in the United States principally in the government contracting, healthcare, and business services sectors. FVLCRUM aims to close the U.S. racial wealth gap and simultaneously drive strong investor returns by providing equity capital and leveraging network capital to grow minority businesses and their communities.

FVLCRUM officially closed on December 2021, continued to gain traction throughout 2022, and at 22 year-end is on pace to its target capital raise of \$250 million.

Clearinghouse CDFI was instrumental in the creation and structure of FVLCRUM. FVLCRUM is a designated Public Welfare Fund that is Volcker Rule exempt by the regulatory bodies that allow banks to invest and be eligible for Community Reinvestment Act consideration. Nearly a dozen financial institutions ranging from community banks to national banks have invested to date. FVLCRUM aims to provide strong returns for investors by aligning social impact and solid investing fundamentals and create generational wealth for minority executives by intentionally driving economic opportunity for minority and low-income communities.

Since the first closing, FVLCRUM has acquired four companies and is under letter of intent with other companies as of this publication. FVLCRUM's proprietary networks provide a competitive advantage that drives unique origination capabilities and accelerates revenue growth for its portfolio companies. The proprietary pipeline continues to grow with potential companies valued at over \$500 million.





Our Partners

2022 Board & Committees

Board of Directors

Gary Dunn - CHAIR

Mary Erickson Community Housing

Alva Diaz

Wells Fargo Bank

Brian M. Riley

Foothills Bank

Chris Walsh

Partners Bank of California

Claudia Lima

CIT

David Levy

Fair Housing Council of OC

Glen Pacheco

Banking Consultant

Gregory Scott

Community Action Partnership of OC

Kandy Hung

East West Bank

Kelvin James

Manufacturers Bank

Lindsay Lawrence

First Foundation Bank

Lisa Dancsok

Arizona Community Foundation

Patricia Neal

Neal Estate, Inc.

Robert McAuslan

Western Alliance Bancorporation

Sherri Scott

Pacific Premier Bank

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"I am very proud to serve on the Board of Clearinghouse CDFI and Chair the Asset/Liability Committee. The mission of Clearinghouse is a passion of mine and its community impact is real: economic development, job creation, affordable housing, nonprofit lending... It all adds up to changing lives and that is why I serve."



Loan Committee

Glen Pacheco - CHAIR

Consultant

Dino Browne

Las Vegas Urban League

Gary Dunn

Mary Erickson Community Housing

Patricia Dixon

CalPrivate Bank

Peter Hill

Goldwater Bank, N.A.

Ray Mendoza

City National Bank

Waheed Karim

Banner Bank

Wesley Wolf

Wolf & Company, Inc.

Arizona Board of Advisors & Investment Committee

Andrew W. Gordon – CHAIR

Clearinghouse CDFI

Cody Williams

Maricopa County Justice Courts

Craig K. Williams

Snell & Wilmer L.L.P.

Cyndi Franke-Hudson

Wells Fargo Bank

David Castillo

Native Community Capital

Edward Celaya

Salt River Financial Services and Tiempo

Kim Covington

Arizona Community Foundation

Esperanza Martinez

ZB, N.A, dba National Bank of Arizona

Jonathan Koppell

Montclair State University

Ken Burns

Arizona Commerce Authority

Kevin Halloran

Cross First Bank

Paul T. Hickman

Arizona Bankers Association

Tim R. Bruckner

Western Alliance Bank

African American Community Advisory Board

Henry Childs – CHAIR

Minority Wealth Commission

Rasheedah Jones

National Association of Real Estate Brokers

Tamesha Wells

National Association of Real Estate Brokers

Community / NMTC Advisory Board

Delores Brown – CHAIR

CEDC, Inc

Alan Woo

Santa Ana Unidos

Andrew Michael

Partnerships for Change

Christopher Francis

CF Architecture Inc.

David Levy

Fair Housing Council of OC

Gerald Sherman

Bar K Management Company

Martina Guilfoil

Chattanooga Neighborhood Enterprise

Stanley Tom

Valley Small Business Development Corp.

Tim Johnson

Lincoln County

ALCO Committee

Brian M. Riley – CHAIR
Foothills Bank

David Levy
Fair Housing Council of OC

Mag Wangsuwana
CalPrivate Bank

Michael Solomon
Charles Schwab Bank

Steve Herman
California Bank & Trust

Tammy Mahoney
Luther Burbank Savings

Asset Review Committee

Glen Pacheco – CHAIR
Consultant

David Sharp
Pacific Western Bank

John Marder
RMA of Orange County

Melinda Costa
Wells Fargo Bank

Wilson Mach
First General Bank

B Bold(er) Advisory Committee

Susan Montoya – CHAIR
Clearinghouse CDFI

Barbara Boone
Western Alliance Bank

Erin Gunther
OC Community Housing Corporation / Stepping Up

Melody Winter Head
Retired – Federal Reserve Bank of SF

Victor Ramirez
Citizens Business Bank

Outreach Committee

Bruce Gumbiner – CHAIR
American Business Bank

Barbara Boone
Western Alliance Bank

Brian Sagert
Clearinghouse CDFI

Kathy Bonney
Clearinghouse CDFI

Yves Mombeleur
Clearinghouse CDFI

Latino/Hispanic Community Advisory Board

Marcos Morales - CHAIR
Hogar Hispano, Inc.

Edward Celaya
Salt River Financial Services and Tiempo

Jose Martinez
Prestamos CDFI

Reverend William Rodriguez
Assemblies of God

Native American Advisory Board

Gerald Sherman - CHAIR
Bar K Management Company

Bob Crothers
Citizen Potawatomi Community
Development Corporation

Pete Upton
Native360 Loan Fund

Karlene Hunter
Native American Natural Foods

Shawn Nelson
Father Sky & Mother Earth ART

Stephanie Cote
Oweesta Corporation



2022

FINANCIALS

Net Income -
\$7.52 Million*

**Annual
Loan Volume**
in millions



Total Equity

in millions



2018

\$512

2019

\$545

2020

\$603

2021

\$633

2022*

\$639

























*Unaudited

Total Assets

in millions

 <p>NMTC INVESTOR CLASS A INVESTOR CLASS C INVESTOR LENDER</p>	 <p>NMTC INVESTOR CLASS A INVESTOR CLASS C INVESTOR LENDER</p>	 <p>NMTC INVESTOR CLASS A</p>	 <p>NMTC INVESTOR CLASS A</p>	 <p>NMTC INVESTOR</p>	 <p>CLASS A INVESTOR CLASS C INVESTOR</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 LENDER</p>
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 <p>CLASS C INVESTOR LENDER</p>	 <p>CLASS C INVESTOR</p>	 <p>CLASS C INVESTOR</p>	 <p>LENDER</p>	 <p>LENDER</p>	 <p>LENDER</p>
 <p>Capital for Communities – Opportunities for People</p> <p>BGP QUALIFIED ISSUER</p>					

Our Supporters

 BANC OF CALIFORNIA CLASS A INVESTOR LENDER	 CalPrivate BANK <small>Relationships. Solutions. Trust.</small> CLASS A INVESTOR LENDER	 PACIFIC WESTERN BANK CLASS A INVESTOR LENDER	 CITIZENS BUSINESS BANK <small>A Financial Services Company cbbank.com Member FDIC</small> CLASS A INVESTOR LENDER	 FIRST FOUNDATION CLASS A INVESTOR LENDER	 FIRST BANK CLASS A INVESTOR LENDER
 HSBC CLASS A INVESTOR LENDER	 Comerica CLASS A INVESTOR	 ENTERPRISE BANK & TRUST CLASS A INVESTOR	 CALIFORNIA BANK & TRUST CLASS A INVESTOR	 NSB <small>NEVADA STATE BANK</small> CLASS A INVESTOR	 CIT <small>A Division of First Citizens Bank.</small> CLASS A INVESTOR
 cbb Bank <small>Commonwealth Business Bank</small> CLASS A INVESTOR	 BANNER BANK CLASS A INVESTOR	 Royal Business Bank <small>皇佳商業銀行</small> CLASS A INVESTOR	 Sunwest Bank CLASS A INVESTOR	 1ST CAPITAL BANK CLASS A INVESTOR	 SANTA CRUZ COUNTY BANK CLASS A INVESTOR
 COMMERCEWEST BANK <small>Bank on The Difference™</small> CLASS A INVESTOR	 svb Silicon Valley Bank CLASS A INVESTOR	 Shakopee Mdewakanton Sioux Community CLASS A INVESTOR	 EAST WEST BANK CLASS A INVESTOR	 Mechanics Bank <small>Where Relationships Matter</small> CLASS A INVESTOR	 COMMERCIAL BANK CLASS A INVESTOR
 Hatch CLASS A INVESTOR	 BMO <small>BMO Harris Bank</small> CLASS A INVESTOR	 UMB Count on more.® CLASS A INVESTOR	 JOHNSON FINANCIAL GROUP <small>BANKING WEALTH INSURANCE</small> CLASS A INVESTOR	 STATE BANK OF ARIZONA CLASS A INVESTOR	 BRIDGEVIEW BANK GROUP CLASS A INVESTOR
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Meet Our Team

Executive Leadership

Douglas J. Bystry - President / CEO

Andy Gordon
Executive Advisor & AZ Market President

Jay Harrison
Chief Investment Officer

Kathy Bonney
Chief Administrative Officer

Kristy Ollendorff
Chief Commercial Credit Officer

Terrin Enssle
Chief Financial Officer

Yves Mombeleur
Chief Operations Officer

Adrienne Massey
Director of Construction
Loan Management

Alanna Smith
Director of Marketing

Allen Peterson
Commercial Underwriter

Allie Weber
Digital Marketing Specialist

Amanda Virrey
Opportunity Zone
Development Manager

Analisa Wells
Employee Relations Specialist

Annie Mooney
Vice President of
National Markets

Benjamin Allen
Impact Data Analyst /
System Lead

Brian Sagert
Business Development Officer -
NV Specialist

Cesar Plascencia
Public Affairs Officer

Colin Wegener
Assistant Controller

Donald Degollado
Opportunity Zone Project Manager

Ferduesi Ahmed
Commercial Loan Processor

Gabriella Brusseau-Hale
Impact Data Entry Specialist

Guy Krikorian
Controller

Jacqueline Aguilar
IT & Office Administrator /
Notary

Jatin Mehta
Sr. Accountant

Jeffrey Binder
Sr. Commercial Underwriter

Justin Merlette
Assistant Loan
Servicing Manager

Karyna Tafel
NMTC Impact Analyst

Katelyn Phinney
Marketing Associate

Kat Donovan
Impact Analyst

Kelly Marsoobian
Internship Program Specialist

Kennedy Sandoval
Loan Processing Assistant

Lacey Dixon
Commercial Loan Funder

Lauren McDonald
Commercial Loan Funder

Lawrence Chavez
Business Development Officer -
NM Specialist

Lindsay DuHadway
Receptionist / Office Assistant /
Notary

Lisa Van Ella
Business Development Officer -
AZ Specialist

Lorey Louie
Portfolio Analyst

Lundi Chea
NMTC Asset & Compliance
Manager

Mai Ha
Director of Impact

Melissa Johnson
Director of Loan Operations

Michelle Taylor
Director of Loan Servicing

Natasa Alexander
Creative Marketing Specialist

Peter Lee
Sr. Processor

Randy Dixon
Asset Review Senior Analyst

Ricky Ha
NMTC Staff Accountant

Roscelle Shands
Director of Commercial
Loan Funding

Susan Montoya
Internship Director

Taylor Pearce
Construction Loan Specialist

Ted Chien
Director of Commercial
Underwriting



2022 Staff Life









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