



Clearinghouse CDFI 2023 Annual Meeting Video Recording

Robert McAuslan ([00:00:04](#)):

Okay, again, thank you. Uh, my name is, uh, Robert McAuslan. I'm the vice chair of the board. Welcome to the 2023 Annual Meeting. Call the meeting to order at this time, the annual meeting business, and election. At this time, we would like to be in the business portion of the shareholders meeting, including a roll call and the election of Class A corporate board members. I now ask Doug Bystry and Corporate Secretary David Levy, to assist me in conducting the roll call. Doug, was the Notice of the Meeting duly and properly given?

Douglas Bystry ([00:00:46](#)):

It was. Proper notice has been prepared, delivered and filed with the records of corporation.

Robert McAuslan ([00:00:52](#)):

Thank you. Dave, would you please begin the roll call of the corporate shareholders?

David Levy ([00:01:05](#)):

Welcome, everyone. Um, I'm gonna read through the, the role of our 56 shareholders. Um, it takes a little longer than in the early days when we only had seven. But actually, when we look at the record here, it's, uh, probably more like 80 institutions have been shareholders at one time or another due to takeovers, mergers, and what have you. Um, we solicited proxies from our shareholders, and we've rec- have received 27 proxies of the 56 shareholders. For those, I'm gonna indicate that the institution is present by proxy. For those that did not sup- uh, supply a proxy, I'm going to call out the name of the institution, and if you're representing them, please let us know that you're here.

([00:01:43](#)):

Um, all shareholders, uh, of record of the Class A common shares of the company as of February 16th, 2023, are entitled to vote at this meeting or any adjournment thereof. And I will read the, the list of shareholders in alphabetical order. Let me just get this thing going here. American Business Bank, Arizona Community Foundation is present by proxy, Banc of California is present by proxy, Bank of America, Bank of Hope is present by proxy, Bank of the West, Banner Bank is present by proxy, BMO Harris Bank, BOR Financial, CalPrivate Bank is present by proxy. Cathay Bank is present by proxy, Citizens Business Bank. We have someone here from Citizens. City National Bank is present by proxy. Comerica Bank, CommerceWest Bank, Commercial Bank of California, Commonwealth Business Bank, East West Bank, Enterprise Bank & Trust is, uh, present by proxy. Farmers & Merchants Bank of Long Beach is present by proxy. FirstBank is present by proxy.

([00:03:22](#)):

First Capital Bank, First Foundation Bank, First General Bank, First Midwest Bank. First-Citizens Bank & Trust Company is present by proxy. Glacier Bancorp is present by proxy. Hanmi Bank, Hatch Bank. HSBC is present by proxy. Johnson Financial Group is present by proxy. JPMorgan Chase Bank is present by proxy. Luther Burbank Savings, also present by proxy. Manufacturers Bank, present by proxy. Mechanics Bank, Nano Banc, Orange County Community Housing Corporation. Now you're here. Okay. Pacific Premier Bank is present by proxy. Pacific Western Bank is present by proxy. Partners Bank of California is present by proxy. PNC CDC LLC.

Speaker 1 ([00:04:36](#)):

[inaudible 00:04:39]



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David Levy ([00:04:39](#)):

Present, okay. Royal Business Bank, Santa Cruz County Bank is present by proxy. Schwab Bank also, present by proxy. Shakopee Mdewakanton Sioux Community. Silicon Valley Bank. State Bank of India is present by proxy. Sunwest Bank. The Northern Trust Company is present by proxy. TWAIN is present by proxy. UMB. Union Bank. U.S. Bancorp. Western Alliance Bank is present by proxy. Wells Fargo Bank. Who's present for Wells? Zions Bancorporation.

([00:05:55](#)):

As the inspector of those in attendance at this meeting, either in person or by proxy, I'm pleased to report that there are present today, 263,217 shares of the Class A common stock representing approximately 60.8% of the, uh, outstanding shares. And I'm certifying that there is a quorum present.

Bob ([00:06:18](#)):

Thank you very much. A quorum is present, present [inaudible 00:06:24]

Douglas Bystry ([00:06:31](#)):

Yeah, thank you, Bob. The first order of business today is the election of directors. The 13 Class A directors of the corporation are elected by the outstanding shares of the corporation's Class A common shares of stock. A slate of candidates has been established and presented to the shareholders for their consideration. However, nominations from the floor are allowable and will be accepted as long as the nominated person fulfills the requirements as a Class A board member, including representing an eligible Class A shareholder and committing to minimum attendance requirements.

([00:07:05](#)):

The 13 nominated Class A board candidates are Alva Diaz, Wells Fargo Bank; Brian Riley, Foothills Bank; Claudia Lima, First Citizens CIT; Chris Walsh, Partners Bank of California; David Levy, Fair Housing Council of Orange County; Gary Dunn, Mary Erickson Community Housing Corp; Glen Pacheco, banking consultant; Kandy Hung, East West Bank; Kelvin James, Manufacturers Bank; Lisa Dancsok with the Arizona Community Foundation; Mark Robinson, Pacific Coast Regional Small Business Development Corporation; Sherri Scott, Pacific Premier Bank; and as a honorary designation no vote is required, Patricia Neal, Neal & Associates, as a board member emeritus.

([00:07:58](#)):

At this time, I will entertain nominations beyond the 13 Class A directors noting that self-nominations are allowed. Are there any nominations from the floor?

([00:08:11](#)):

Mr. Chair, there are no nominations from the floor. I recommend that the candidates on the proposed slate be accepted for consideration as eligible Class A members.

Bob ([00:08:18](#)):

[inaudible 00:08:21]

Douglas Bystry ([00:09:16](#)):

All right, thank you so much, Bob. I appreciate it. And, um, I just wanna begin by saying how, um, delighted I am that so many of you came out today to be here and in person. Um, a- as I've said



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before, this is my favorite day of the year because it's a, it's a chance for us to share with all of you, our shareholders, our stockholders, our borrowers, our friends and supporters, uh, all of the great work that we're doing. But it's been, you know, three years, since we all got together in person, if you remember. And that would have been March of 2020. Um, but I'd like to know just by a, a show of hands, um, this was down in Irvine, if you remember our J.C. Watts, Congressman, was our speaker. How many of you were present a- at that meeting? Okay. So, it's a, a good number of you, which is, is great to have you here.

[\(00:10:04\):](#)

Um, a lot has happened since that time. Uh, Clearinghouse CDFI celebrated our 25th anniversary. Uh, a milestone that, that, uh, is very important to us. Um, and a- as most of you know, uh, there's been a lot of things happening in, in the banking industry, particularly in the last few weeks. Uh, but we're ready for, for the challenges.

[\(00:10:27\):](#)

Um, my agenda with you today is to, um, share with you many of the highlights of our last year 2022. Also, to talk about where we are as a corporation right now. And then lastly, where we want to go over the next several years. And, um, I'd like to begin by talking a little bit about the theme of this year's shareholders meeting which is purpose. And, uh, I was so delighted when our marketing team came to me and said, "This is what they wanted to do because it's such an important part of who we are." And I'm continually asking our staff and myself, you know, "Are we fulfilling our purpose?"

[\(00:11:05\):](#)

And as you can see, the definition of purpose is the reason for which something exists... something is done or created, or for which something exists, having as one's intention or objective. And when I think about purpose for us, it's not just about making loans or making money. It's much, much more than that. And I'll read to you our mission statement for those of you who haven't looked at it for a while. Our mission is to provide economic opportunities and improve the quality of life for lower-income families and communities through innovative and affordable financing that is unavailable in the conventional market. And as a hallmark to that, it's also addressing unmet credit.

[\(00:11:46\):](#)

Now, I have another definition that I like to share with my staff and I'd like to share with you, and that is the Clearinghouse CDFI definition of purpose. Purpose for us is an abiding intention to achieve a long-term goal that is both personal... personally meaningful and makes a positive mark on the world. And that's what we've been doing for the last 26 years.

[\(00:12:11\):](#)

The entire story of 2022 is our tremendous, um, loan volume. 45 loans totaling \$181.9 million was a record for the company in terms of dollar amount. The most we'd ever done in the history of the company. And I have to say, too, um, we talked about this earlier, but I think a, a good chunk of that was done in the fourth quarter of the year. It was a crazy year. And I'd like to recognize, uh, Kristy Ollendorff. Where is Kristy? She usually doesn't even stay in these. Uh, she's usually doing something else in these meetings, but her and the production team, um, all of our underwriters, all of the people, and those are on our loan committee, worked extremely hard this year.

[\(00:12:59\):](#)

A little bit more depth on, on our loan volume. 65% of those loans were in low-income communities or census tracts. Housing was an important focus for us as it has always been in the



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history of our company. We created, rehabilitated, or preserved 1,580 housing units. The majority of those were affordable. Also in 2022, we were selected as one of three lenders to help administer the SSBCI loan guarantee program for the state of Arizona. That's an exciting 50% loan guarantee program for small businesses.

[\(00:13:36\)](#):

Um, you're gonna hear a lot about FVLCRUM, uh, later in this meeting that, that hit its stride in 2022. Um, our 2022 application for new markets tax credits was successful with an award of \$60 million. And I want to acknowledge Jay and Kathy. Where are Jay and Kathy who lead our new markets team? Um, as well as Mai and all the people who work hard to make sure that our application is competitive. Folks, it... the application is literally like a college, a dissertation paper. It is unbelievable, the amount of work that people put into it. It's just phenomenal.

[\(00:14:16\)](#):

Um, we continued our work in Indian country in 2022, continuing to make sure that those who are forgotten, those who cannot typically access traditional credit are not ignored by Clearinghouse CDFI. We made a 30% commitment of our future new markets tax credits to be deployed in Indian country. And I know, um, Jay just shared with me some wonderful stories of his recent trip to the San Carlos Apache tri- tribe in, uh, eastern Arizona. And, uh, the difference we're making there as a company and you as our shareholders is really, truly phenomenal. We're changing lives.

[\(00:14:54\)](#):

Um, for the fifth consecutive year, we were selected as best of the world by the B Lab. So as a B corporation, we hold ourselves to high standards, and those standards, uh, cover a, a number of different categories. Um, and I was really pleased that we, we won in the two categories. Uh, and let me... first, I should explain, um, there are 5,600 B corps around the world. And in two different categories, we were recognized as the top 5% of the world. And those two categories happen to be governance. Thank you. Thank you, Brenda. Appreciate that.

[\(00:15:36\)](#):

Governance and customer service. And if you... any of you who are recently at our board meeting, you saw how serious and what a fantastic job our board does, as well as all of our advisory board members, who you're gonna, you're gonna hear about, the- they'll be thanked later. Um, it's really tremendous. And a- and I'm always in awe at, um, the wonderful governance of the leader of, uh, Chairman Gary Dunn, who, uh, made a heroic effort to be here today. Gary, raise your hand and just wanna say thank you to you.

[\(00:16:12\)](#):

Um, since our inception in 1996, our production and impact numbers have been impressive. 2006... two... 2,600 projects financed for a total of \$2.2 billion. 12,000 affordable housing units created. Uh, and our impact team does a terrific job of not only counting and tracking our outputs, but also our outcomes. And that's something that makes our company unique. It's something that we're very proud of, and we spend a lot of time and energy and effort, uh, following our impact because impact is our purpose.

[\(00:16:54\)](#):

We have now made loans in 31 different states. So, I don't care what the CDFI Fund says, we are a national CDFI. It's official. (laughs) You know, a few years back we embarked upon our geographic expansion. And, um, and, and for those of you who are, are... have... know our history, um, California, Arizona, Nevada, New Mexico are still... constitute about 80% of all of our lending. But we've had tremendous, uh, growth in, um, several states. I wanna mention Oregon, Washington,



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and New York, in particular. And I know that we actually have some folks here from New York who have been helping us, and we'll recognize a little bit later. Um, but we really made a conscious effort to go into Texas. And I'm pleased to report that in Texas, uh, we funded over 25 million, and we have a pipeline of over 40 million in projects in the state of Texas. So, um, really, really super exciting.

[\(00:17:54\):](#)

Now, in the past couple of years, I don't have to tell all of you that we've been navigating some unprecedented economic conditions. And, um, in 2022, we, um, we ourselves struggled with, with some of the things. We had some net interest margin pressure, uh, which was caused by the cost of our funds increasing, and us not being able to keep up with increasing the rate on our... to our borrowers. And, um, you know, and that was very difficult. But financially, we had an extremely solid year in 2022. Um, I might note that it is our 23rd consecutive year of profitability, something we're extremely proud of. Um, I know a lot of the big money center banks cannot say that. So, that's, uh... we're gonna hold on to that one, and we're gonna keep it going, right, folks.

[\(00:18:44\):](#)

Um, we finished the year with 639 million in total assets and an after-tax net profit of \$7.2 million. We once again paid a dividend to all of our Class A shareholders. It was a consistent, reliable dividend. And that has been the 18th year, consecutive year that we paid that dividend. And I wanna thank all of you shareholders who... to have taken that dividend and reinvested it with us. That's extremely important. Um, it's at your discretion whether you do that or not, but it's always greatly, greatly appreciated.

[\(00:19:17\):](#)

Our financial metrics today remain strong. Our equity to asset ratio is over 17%. Our classified and delinquent loans is less than 1%. We're in a strong cash position. And for some of you who may be wondering or came here thinking about this, no, we did not invest or purchase any long-term fixed-rate securities. Thank you, our ALCO committee, Jay Harrison, Terrin Enssle, and all the people who guide us in that, uh, area. Um, we did, however, uh, repay some of our long-term, fixed-rate, low-interest debt. And what that actually did is allow us... and I think it was about 12 million. It was from the CDFI bond program. And what that actually allowed us to do is actually make money. So, in, in some ways, we sort of had the exact opposite experience than did some of our, um, colleagues in the, in the community banking arena. Um, again, you know, tremendous job of our ALCO committee and, and the work that they do.

[\(00:20:20\):](#)

Now, I'd like to talk about our future I want to move to that. It's, um, important to me. I think this slide is, is probably the, the big takeaway for me. And it's really, uh, what I wanna make sure that I can, can, um, articulate and, and explain appropriately to all of you. I think in order to talk about our future, we need to understand our past. And what these... these two charts are our historic and projected net loans receivable numbers. And what it is, is the compound annual growth rate of our company. On the left is the actual rate since, uh, 2014. And you'll see that we grew at a percentage rate about 18%.

[\(00:20:58\):](#)

If you look at 2021, and you'll see that, you know, there wasn't much growth that year, and you might be wondering and ask yourself, um, as you remember, that was an extremely, uh, interesting economic environment with very low-interest rates. And we had another record that year. We had a record number of loan payoff, paid out of our portfolio, but that's okay. You know,



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we knew as a CDFI that our job is to do those loans that conventional banks can, and when our borrowers reach a place where they can get refinanced and move on, uh, while we view that as a good thing, and we had a lot of that in 2021.

[\(00:21:34\):](#)

And on the right side is our projected growth rate over the next five years. And you can see, it's... it really at a, at an almost exact rate. We projected it there at 19%. And we looked at that, and we're targeting new lending of this year, 200 million. I know, and talking to Kristy and her team, we're already over 40. So, we're well on our way to hitting that goal for this year. Um, and then the years after that, we just increased it by, by 20 million a year.

[\(00:22:02\):](#)

But the reason this is important to share with you is we simply don't have enough equity to continue to grow at the rate going forward that we have historically grown, uh, throughout the history of this company. And so, we're sort of at a, at a bit of a crossroads. We need to decide what we're gonna do. Uh, we're either gonna, you know, figure out a way to keep growing at the rate we've been doing it or we're gonna, you know, pull in our wings and, and slow down. So, this answers really the question of why, um, why we're embarking on our next endeavor, which is our recapitalization. And it also speaks to the purpose and the intentionality of our corporate goals and our goals to grow this company, uh, into the future.

[\(00:22:48\):](#)

So, it's been long talked about, and, uh, we have probably been working on this plan, Jay and I, in particular, and Kathy, for years and years and years, and we, we, we really thought we had it, uh, set to go and then what happened was COVID. And so you know, but it's back again. And, and the reason we didn't go is we didn't feel comfortable in our numbers when COVID hit. We didn't want to go out and tell people that you know, this is what we're gonna do if, if we couldn't back it up. So, we're gonna raise hopefully 50 million in new equity. Um, I need to say at this point very clearly that, um, you know, this is not a solicitation. Where's Nicole, my attorney? She's right there. Okay. Nicole, this is not a solicitation. And the plan is still being worked on. In fact, um, I, I know Ray Mendoza and I have had, uh, a number of good conversations about our plan. And there's folks here from Wells Fargo who have been very instrumental in helping us lay it out.

[\(00:23:49\):](#)

But w- we're still crafting this. But we, we think we, we're getting very close to the, the finish line, but once again, not a solicitation. Um, and we've decided to create a plan that we believe is in the best interest of our existing shareholders, you, the ones who have owned our company, the ones who have supported us all these years. And we think this plan will allow us to continue to grow and to continue to make more loans. So here's our plan. We're asking each of you who are equity shareholders to essentially double your current investment level. So for example, if you have \$100,000 of equity in Clearinghouse CDFI, you're gonna be asked to do another \$100,000. If you have a million, you're being asked to do another million in equity.

[\(00:24:31\):](#)

But if you can do that, here's what you get. You get a new class of common stock that's closely aligned with the economic success of the company. You get to keep your existing class A shares, and they actually will become preferred under our plan. Uh, we're projecting a potential bonus or a bump in basis of the existing level of stock, and, which would also be preferred. And lastly, a potential annual dividend and something I'm very excited about, which is moving toward providing a future liquidity event for each and every one of our shareholders.



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[\(00:25:08\):](#)

Now, you might be asking, well, what happens if we're an existing shareholder and we can't double it? That's okay. It's no problem. You'll still have these preferred class A shares. You'll still be a member. And we understand and recognize that not all of our existing shareholders will be able to, to double it. Um, we also know that, that some of our existing shareholders have already communicated to us that they think they want to do more. And that would work out perfect where you won't be you know, restricted or prohibited from doing additional shares. Um, we would actually encourage it. But we, we, the, uh, the, the bar you have to test or pass is, is at least doing you know, what, what you've additionally done.

[\(00:25:51\):](#)

If we can't raise 50 million from our existing shareholder base, it's at that time that we would open it up to outside new investors. And, um, while we, um, don't know what the future brings, we do feel pretty certain that we've already had communications from folks that have looked at our metrics, have looked at our growth, have looked at, uh, what this company has done and has said, you know, "We want to invest in this company." So, um, but once again, uh, we want to start with our existing shareholder base. And it's also important to us that, um, you know, you guys buy off on this because you have to vote on this plan. You have to tell us that you approve of it. Um, additionally, we're gonna take a percent of the common stock and we're gonna create a compensation plan for all Clearinghouse CDFI employees. Um, this goal is really important to us. It aligns with our, um, our identity as a B Corp. It aligns and it's consistent with, um, everything we've talked about, everything we've preached, and everything we stand for, um, as a purposeful CDFI. It's extremely important to me. Um, if we can do this, it'll allow us to continue to grow and increase our lending over the next four years, growing our total asset base to \$1.2 billion, which is, uh, quite a remarkable goal for a tiny little CDFI that started as an experiment. Dave, right? What, uh, you remember those days back then? We couldn't even raise a penny, but, uh, we've come a long way. And Dave Levy's been with me the entire, the entire time.

[\(00:27:26\):](#)

Okay, so why do we do this? Where are we going? Um, the, our African American Advisory Board today posed a question to our board of directors. I thought it was a really good one. They basically said, "Hey, you know, board, what do you guys want to look like five, 10, 15 years down the road?" And you know, what my belief is, is that we need to become the premier CDFI in the country, the, the Community Development Economic Development CDFI in the country. And there'll, there'll never be, uh, a ratings like college football or college basketball, but I think we'll know, uh, that we strive for that, that, that we can get there.

[\(00:28:04\):](#)

But we want to do it while we maintain our principles. That is maintaining our CDFI status, um, um, maintaining our B Corp status, and continuing to make impactful loans while maintaining profitability. Um, it's a, it's a tightrope act to have impact and profitability. And it, and it's one of these that we continually struggle with as a company, but we, we, I think we've proven that we, we know what we're doing and we can do it. Um, all of these things are extremely, uh, consistent with our purpose, our purpose as a company. Um, I believe we can achieve our goals and we can fulfill our purpose and we can accomplish what we want. But we need to be strategic, we need to be smart, and we need to be hardworking.

[\(00:28:58\):](#)

Um, and I, and I really need to call upon our staff to really answer the call one more time. And it's because of our unbelievable outstanding staff that we've been successful. Um, I've been



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extremely fortunate as ja president of this company to have such great people. Um, I'd like to, at this time, really quickly ask, um, my executive team to stand. That would be Kristy Ollendorff, Kathy Bonney, Jay Harrison, Terrin Enssle, Andy Gordon, and Yves M. Mombeleur. Um, these leaders, these are some of the most hardworking, intelligent, dedicated, committed, and just wonderful people to work with. And they have to put up with me and all my new ideas and chasing rabbits and all the things, and they, they do a great job of, of reigning me in.

[\(00:29:50\)](#):

Um, lastly, I'd like, um, our other employees who are here to stand up, uh, just our, our other employees. The folks that on a day in and day out basis make this happen. And let's give a round of applause to all the Clearinghouse CDFI employees. Shareholders, I really want to say that it's, it's because of these people that we have achieved success. It's because of their hard work, their dedication, and, and everything they've put into this company, and, and we, we certainly couldn't do it without them.

[\(00:30:25\)](#):

But going forward, I just want to say that from the, the depths of my heart, I believe in this team. I believe that we can accomplish all the goals. We're gonna need everyone's support, and that is something that I, I definitely want to ask each and every one of you, shareholders, when we are ready, when our attorneys say that it's time to give you the final plan, that you will, um, look at that and give it all consideration so that we can continue the purpose of Clearinghouse CDFI. Thank you.

[\(00:30:58\)](#):

It's at this pe- uh, place in the, uh, event that I'd like to, to thank all of our wonderful sponsors who have helped make this, uh, event possible. And I wanna start with, uh, State Bank of India, uh, Buchalter, our, our attorney, PNC Bank, um, at the next level, uh, U.S. Bank, Western Alliance, um, and then our, uh, trailblazer sponsor, Bank of California. And last but not least, and most importantly, our presenting sponsor, uh, City National Bank, an RBC company. And, uh, I know Ray is here. And he, like I said, he's been very helpful to me in, in helping to, uh, look at where we're gonna take this company.

[\(00:31:37\)](#):

And so I, I again want to thank you, Ray, and City National Bank for being the lead sponsor of this event here today. So thank you so much. All right, well, you've heard enough from me. So I'd like to get Jay Harrison up here, and I know he's got to recognize a few other very, very important people. So Jay, would you, uh, please come up? And we'll continue on with the, with the program. Okay, yeah. There you go.

Jay Harrison [\(00:32:13\)](#):

Thank you. Hey, before you leave though, uh, I don't think we all expected all the love of staff and, uh, the executive team and all that. But how about a big round of applause for Doug?

Douglas Bystry [\(00:32:22\)](#):

Thank you. Thank you. Thank you so much.

Jay Harrison [\(00:32:29\)](#):



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He says we put up with him, we don't have much choice, really. Uh, but, uh, but, but we do it out of love. And so, and so Doug, thank you for your leadership. So I get to talk about, uh, our investors today and, and our, our recent investment, uh, activity. And before I make some specific recognitions, I'd like to thank all of our investors on behalf of the staff. We are so thankful and grateful to have each and every one of you here tonight. Um, the mission and the purpose is impossible without each of you. So give yourselves a big round of applause.

[\(00:33:14\):](#)

I'd like to start tonight by recognizing our latest Class A shareholder, Santa Cruz County Bank. Is Maxwell Sinclair here? Any chance? I don't see Max, but anyway, uh, last year they invested \$500,000 in our Class A stock. Um, I have to tell a little story, uh, about that. Uh, we, we love our, our equity shareholders, and, uh, I remember Maxwell called, um, Kathy just out of the blue saying, "You know, um, we're looking for a great CRA investment." Um, and Maxwell had worked at a, at a different institution and had invested in our equity. Um, and so he said, "Hey, Kathy, by any chance do you have any more of that Class A stock?" And so Kathy, "Oh, sure," you know.

[\(00:34:04\):](#)

And so she set up a Zoom call and, and, uh, Maxwell joined, had some of his other, you know, executive officers with him. And one of those officers just came out really challenging. He said, "So why would I invest \$500,000 in Clearinghouse CDFI as opposed to just simply you know, low-income MBS or something like that?" And before we could even answer, Maxwell jumped in there and gave a better speech than we could have. So, I really want to do a shout out to Maxwell and, and let everybody know we're really glad to have Santa Cruz County Bank, uh, as our latest Class A equity investor. Uh, why don't we give everybody a round of applause even though they're not here tonight?

[\(00:34:53\):](#)

I can't help myself, that, that leads me to another story. We did talk to, uh, another financial institution, and a similar sort of set of circumstances, why Clearinghouse CDFI versus the MBS? And this institution will remain unnamed. But unfortunately, they invested in the MBS. Now, you probably know who I'm talking about, but look what happened to them (laughing). So Doug, you can, you can add to the list of what does an investment Clearinghouse CDFI do. It not only improves the lives of low-income people, but it also can help strengthen the banking industry at the same time.

[\(00:35:34\):](#)

Moving on to debt, um, y- Doug was talking about purpose. We got a call from a group in New Mexico who saw the great lending that we were doing. Um, and they said, "You know, we really want to encourage and thank you for that. How can we help?" So they offered us a 2% fixed-rate loan, uh, for a period of, of five years. And so I think we executed that agreement before the end of the week. So today we have \$10 million from the New Mexico Small Business Investment Corporation, MSBIC, um, with \$10 million on the balance sheet, \$5 million more to come. So let's give them a big round of applause.

[\(00:36:21\):](#)

Is there anybody here from Manufacturers Bank tonight? Once again, a long-time investor of Clearinghouse CDFI. We had a debt facility for \$10 million, uh, mature. They actually increased that by an additional \$10 million. And so we're very grateful to them for the additional debt capital. Charles Schwab Bank. Is Neha here? Once again, Charles Schwab has been a longtime supporter of Clearinghouse CDFI. Uh, they have provided us with a construction lending facility,



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uh, \$35 million, a significant facility. As it rolled over this past year, um, they realized that you know, with interest rates rising, that that was you know, problematic for us. They agreed to actually significantly lower the interest rate to us in a rising rate environment. And so with partners like that, that certainly deserves a special round of applause.

[\(00:37:22\)](#):

Now I know our next investor is here. Uh, Wells Fargo Bank has done so many things for us over the years that it's, it's hard to mention all at, at one time. Um, so we, our award is called the Investor at Large Award. Uh, I see Melinda Costa. Melinda, would you stand up, please? Very special guest. She's come all the way from the East Coast to be here tonight. Uh, she put together for us a \$25 million line of credit that has been you know, essential to our operational, um, activities. Uh, but, but beyond that, Wells Fargo is a New Markets Tax Credit investor. They're an equity investor. They serve on our boards and committees. Um, Melinda is also on our asset review committee. Uh, we have our correspondent banking with them.

[\(00:38:19\)](#):

Um, PPP, you guys all remember PPP. Um, we needed a correspondent banking relationship, uh, in order to make that happen. Wells Fargo stepped into that role. So I'd like to have... So for our investor at large award, I'd like a big round of applause for Wells Fargo Bank. And finally, there was a historic really event that occurred during 2022. Um, we actually received our largest single, uh, credit facility in the history of the company, um, which \$50 million, which is in and of itself, um, y- you know, recognizable.

[\(00:39:05\)](#):

But the fact that it came from an entirely different industry, it's been a goal of Doug's to have a significant investment from the insurance industry, uh, for many, many years. And so congratulations, Doug. Uh, it occurred in the form of a \$50 million, 10-year fixed rate credit facility at 3.9%. So a really nice facility. And it came from the folks at Barings LLC. Barings is a subsidiary of a MassMutual Insurance company. Um, and so none of them are here, but we do have two folks here, I think, tonight, um, that were really instrumental in making that happen. Is Mike here? Mike Petralia?

Mike Petralia [\(00:39:50\)](#):

Right here.

Jay Harrison [\(00:39:50\)](#):

There he is. Mike, why don't you come on forward? How about Tom O'Neill? Is Tom here? (laughing) Well, I'd like to roast Mike for a little bit because, um, you know, he's, he's simply, he's the, the founding partner of Meridian Partners. Um, and while he, you know, I asked him how he wanted to be introduced, he modestly said, "Well, just leave it at that." But the reality is there's a lot more to it than that. You remember the map that Doug showed with all the different states? He mentioned that there was, uh, a group that was out, out helping us find loans throughout the, throughout the country, particularly New York? That was Mike. He did it because he loved us. He did it for free, basically.

[\(00:40:38\)](#):

Along with that, we needed a source of funding. Well, Mike went, went to work on that as well. And so he's the one that put us together with Barings, LLC. Uh, once again the largest credit facility in the history of the company. So Mike, if you'd stand up one more time, a big, big round of applause



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for Mike. Well, that concludes my, uh, uh, announcements tonight. I would at this time like to, uh, ask Susan Montoya if she would come up.

Susan Montoya ([00:41:25](#)):

Hi, welcome, everyone. I'm Susan Montoya, the Internship Director of our 'B' BOLD(ER) Program. And I just wanted to share a few informational points with all of you about our program. Uh, we officially do call our program the Allen Peter Baldwin 'B' BOLD(ER) Program. We're honored to have that designation. And it was officially launched in 2016 with a couple of high school interns from Orange County. And if you're wondering what the acronym of 'B' BOLD stands for, Building Bridges, Outreach, Leadership, and Development. And we target this program toward LMI, low-income interns, um, for our program.

([00:42:19](#)):

In 2022, we, uh, marked the launch of expanding our program to include LMI college students. And we added the engagement and recruitment to our 'B' BOLD title so now we're 'B' BOLD(ER). Investing in tomorrow's leaders, 'B' BOLD(ER) focuses on emerging leaders and workforce development. We expanded the internship in 2023 by adding two cohorts, a spring cohort, which is currently underway right now, and a summer cohort that will begin middle of June. Both of these programs are paid internships for our students. They also have a hybrid environment. They are on site right now, our college students with partnering banks that believe in our, um, our program.

([00:43:13](#)):

And they also have online workshops that they complete through Zoom, where we have a variety of subject matter experts that lead us in topics, for example, community development, understanding CRA, affordable housing, what a CDFI is, and what a CDFI does, what's a B Corp, affordable housing, investing, and some financial literacy we throw in there as well. Uh, all of our interns are also engaged in volunteer activities, so they're having an opportunity to work and learn more about the nonprofit world and giving back to the communities that are here to serve them. And then our, uh, interns before their final graduation will be presenting oral presentations to our senior management staff at Clearinghouse, again giving them some experience in what it's like to lead and, uh, speak before an audience.

([00:44:16](#)):

All of our interns, besides their, uh, hourly stipend that they're receiving, we're also proud to recognize that they will receive an Alan Orehwa Memorial Scholarship in the amount of \$2,500. And our 'B' BOLD(ER) internship program would not be possible without the generous support of many of our donors. And I wanted to thank each of them for be- stepping up as a founding sponsor. I think there might be a slide out there, but, um, I also want to just recognize them by name. Citizens Business Bank, who was our first bank to step up and believe in the program and support us financially. Thank you, Jess.

([00:45:04](#)):

Bank of California, thank you, Chris. Pacific Western Bank and Pacific Premier Bank, City National Bank, First Bank, Western Alliance Bank, Manufacturers Bank, and First General Bank. So thank you to all of you for believing in the program, for stepping up with a financial contribution, and for serving in many other capacities to make sure that our internship continues to grow and thrive, and in Doug's words wants to see this as a national program eventually so that is our goal. And



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on behalf of all of us at Clearinghouse and our interns, thank you to all of you that have supported us, and for all of you in the room that will be supporting us, thank you.

Terrin Enssle ([00:46:00](#)):

(laughs) Oh, good afternoon, everybody. Thank you for attending. Um, I'm Terrin Enssle. I'm the Chief Financial Officer for Clearinghouse, CDFI. And I have the, uh, honor of recognizing our Board of Directors. And I think their names are up on the slide right there. Board members, would you please stand? Thank you. And to the Board, thank you for your service. We depend on you tremendously for your guidance and your leadership. Thank you.

([00:46:56](#)):

Um, I also want to do a, a special thanks to Gregory Scott. Greg, I'm not sure you're here this evening. He is, uh, stepping out of his role on the Board of Directors. We did want to do a special shout out to him and thank him specifically for his leadership.

([00:47:15](#)):

Um, I also want to recognize the Loan Committee and I think someone said earlier, the loan committee is integral to the success of our loans. They look and review, I think almost every loan, we do with very few exceptions. Um, we'd like to ask that fine committee to stand up. Members who are here, if you could stand up, and you deserve a great applause. Thank you. And again, thank you Loan Committee for your leadership, and for all of the hours that you put into to that work. It's extremely important to Clearinghouse.

([00:47:53](#)):

Um, I would also like to recognize our Asset Liability Management or ALCO Committee. With the ALCO committee members that are here, would you please stand up? Thank you. The ALCO Committee plays a crucial role in, in guiding us in asset liability management, in liquidity, in a lot of very critical issues for a financial institution. And our great thanks for your, your leadership. And at that, I am going to pass the podium on to Kathy.

([00:48:37](#)):

Kathy reminded me of something. I, ex- excuse me, everybody, my bad. Asset Review Committee, excuse me. Uh, (laughs) we have one other extremely critical, uh, committee. Asset Review or we call them ARC. And if the members of Asset Review Committee would stand, uh, please. And then thank you. And my apologies for, for overlooking you. You are not to be overlooked. Your role is extremely critical to the company. And again, thank you for your time and, and the work that you put into that, Asset Review Committee. Okay. Thanks, Kathy.

Kathy Bonney ([00:49:25](#)):

Uh, somebody forgot my stepstool. (laughs) You're going to come with me up? Is that what you said? Oh, okay. Okay. Um, hi, everyone. Kathy Bonney. Um, I think I know most everybody in here, so welcome. Glad to see you all in person. It's been a few years. Um, I want to recognize our community or our New Markets Tax Credit advisory board. If you would all please stand, if you are here. And I know a lot of them were on Zoom today. They may not be here. This is... Yeah. Alan, are you standing? You don't get out of standing. (laughs)

([00:50:06](#)):

Um, this is a very important committee, especially for Jay and I, as they look at all of the deals that we do, um, that we put New Markets allocation into. Um, they also bring deals to us. They're



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our eyes and ears out in the communities. Um, we vet those projects, but most importantly, they keep us honest in doing projects that are truly impactful. So, we go to them with our recommendations and they tell us yea or nay and give us their support. So, they are very critical to us. Thank you, Alan and the rest of the committee.

[\(00:50:43\)](#):

Next, I would like to, um, you just heard a little about the 'B' BOLD(ER) Advisory Committee and the Outreach Committees. They kind of go hand in hand. Susan helps me with both of those. The Outreach Committee if anyone is here and would stand please. They are a group of bankers. And I say that with tremendous respect. They're not just your 9:00 to 5:00 guys. They are out talking to their peers in the CRA world, and letting Jay and I know what's changing in the CRA world, what are investors looking for these days? In my 19 years here, that has changed over time. So, they are a very important committee to us, as they also talk to potential investors and educate them about what a great CRA investment we are. Thank you to all of you for your service.

[\(00:51:38\)](#):

And... And the last committee that I want to have stand up and recognized is the 'B' BOLD(ER) Advisory Committee, if any of you are here. Um, this committee was formed by Susan and Kelly participates on that as well. And they help us look at everything in our 'B' BOLD Internship Program, from sponsors, to courses we may want to implement, to strategizing on how to meet Doug's goal of taking this program nationwide, but also having it support itself. So, this is a program you should watch in the future. Um, we have big plans for it. And I want to thank the entire committee for being there for us. Thank you.

Andrew Gordon [\(00:52:36\)](#):

Hi, my name is Andrew Gordon. I'm the Executive Advisor in Arizona Market President. Great to see all these familiar faces and some, uh, faces I've only met through Zoom. It's great to see you in person. Um, just wanted to mention about a few committees we have. We have the Native American Advisory Board, and, um, it provides us a source, a source of distinctive knowledge and expertise to us regarding current and prospective business community and economic conditions in Indian Country. I'd ask, uh, everyone to stand up. I think we have one member here. Sean, say hi up there.

[\(00:53:13\)](#):

(laughs) Sean is a Navajo fine artist. Uh, came in from, drove in from Gallup where there's rain, sleet or snow. You made it here. Thank you so much. We had several members on the Zoom meeting on our joint meeting today. It was really terrific representation.

[\(00:53:33\)](#):

Also, I wanted to acknowledge the Arizona Board of Advisors and Investment Committee. It's now a joint committee. And similarly, they provide a source of distinctive knowledge and expertise to us regarding current and prospective business community and economic conditions, uh, in Arizona in particular. Um, that committee also overlooks our investment in Arizona MultiBank Legacy Fund, held at the Arizona Community Foundation. Arizona Community Foundation was the first nonprofit investor in Clearinghouse CDFI, um, as a million-dollar investor, and Lisa Dancsok is on the board. Uh, it's great to have her here.

[\(00:54:17\)](#):

Um, I think Bob McAuslan who opened the meeting and held the business part of... Are you still here, Bob? Oh, great. He had a flight. Okay. Uh, well, I did want to acknowledge Bob. I was asked



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to do it because Bob and I go back over three decades. Uh, he's our Vice Chair of our, uh, Board now and he'll be, uh, moving off the board. Uh, he was the first chairman of the, uh, investment committee in Arizona when he was at Citibank. And we've taken a lot of, uh, different roads and curves. But I got to tell you, he has been dedicated to our mission for those three decades and we really wanted to acknowledge him, uh, for all of his hard work and I see a lot of people in the audience who really commit a lifetime to our purpose. Thank you, Bob.

[\(00:55:15\)](#):

Uh, we're going to be giving Bob a little gift really to kind of, uh, note him being a compass for direction and continually providing direction on, um, having an impact in our communities. I like to turn over the podium to Yves Mombeleur.

Douglas Bystry [\(00:55:39\)](#):

Uh, good afternoon, everyone. Uh, my name is Yves Mombeleur, Chief Operations Officer. I want to take this opportunity to talk about two critical boards that we recently formed. Uh, as some of you know, we were on our eastward expansion. And it was really critical that we get other folks outside of our four or five states to support our efforts. So, we formed the, uh, Latinx Advisory, uh, Board. And we also formed the African American Advisory Board. Uh, what these, these two formation did, it help us make sure that as we go and provide loans and other geographies, that we were able to still be in compliance, uh, with our mandate that at least 60% of all of our loans are within our home base area. I can gladly report that as of last year, 100% of our loans for the very first time are within our, our assessment area. So, I want to thank the advisory board for that.

[\(00:56:48\)](#):

And I'm going to make the transition now to, uh, FVLCRUM. Uh, I, I love this, the whole, the purpose thing. Uh, I believe that you should always have purpose. But purpose should always be followed by really intention. Uh, I was having a conversation, uh, a few weeks back with my children. Some of you may know I have two children, one I really, really like. Um, I always ha- and I always have one that supports me all the time. But ironically, both of them kind of gathered up on me. And they had an interesting question. The question was, "Well, Dad, we understand why you married mom. But why did she marry you?"

[\(00:57:31\)](#):

And I'm thinking, you know, I did travel a lot. But you know, my response was, you know, and I've always been someone that always was intentional in everything that I did, that when I met her, I knew this was the person so I was intentional, and going after her. And I bring this in, because this is what Doug through, his leadership has done through, uh, us at Clearinghouse.

[\(00:57:53\)](#):

When the opportunity arose for us to do something that's really never been done before, a community development financial institution, partnering with a private equity fund to address the racial wealth gap that exists in America, many thought it couldn't be done, but here we are, we've done it. Uh, so we partnered and I'll introduce, you know, one of our GPs later, uh, but we made the partnership because we realized, and I think Doug has said it many times, this was one of the most important things that he's done as the leader of Clearinghouse to bring this two together.

[\(00:58:29\)](#):

So, in a nutshell, here is what we are. We are a \$250 million private equity fund that's designed to address the racial wealth gap by investing in a middle market businesses. Those middle market businesses are either ran by people of color, or we buy them and we put people of color in the



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leadership position, thereby providing access to the C suite. Uh, thus far, uh, I can say, proudly say that we have raised \$224 million out of the \$250 million goal. Uh, and we're still moving along. We have until the end of June. We'll do our final close. But that's wonderful.

[\(00:59:12\)](#):

When I first started doing this talk in some of our bank partners, I had a lot of the, "Hmp? You're doing what? We can't do this." But as Clearinghouse has done and its rich history continues to prove that if anyone ever says it can't be done or shouldn't be done, we have a way of going out and being purposeful and being intentional. And so, this is what we're doing right now, and we're very thankful. Out of our nine bank partners thus far, I can say eight of them have already invested into Clearinghouse, also invested into FVLCRUM raising nearly \$50 million and we expect more, all the bankers in the room, it's not solicitation, Nicole, but if you want to have a discussion about where to put your money, then we can have that discussion. Am I good? Okay.

[\(00:59:59\)](#):

So, uh, and that, I just really want to say I want to be thankful to all of the team at Clearinghouse. This was so innovative, so new, uh, and I'm going to borrow the words from one of our regulatory bodies when we submitted this FVLCRUM fund for review. They said that we were category farmer. This is where they want those who want to be innovative, innovative, complex to be. So I am very glad to be in the stage. So with that, I want to take the next few minutes to, uh, introduce Mr. Ben Carson Jr. Ben is one of our general partners, and he and Doug were the original think-no, two people started thinking how to really address this racial wealth gap in a meaningful and impactful way. So, Ben, please come up. And Ben is going to say a few words about FVLCRUM Fund. Thank you.

Ben Carson, Jr. [\(01:01:10\)](#):

So, uh, thank you so much for, uh, for the kind introduction, Yves. Um, anyone who knows me knows that I am not typically short on words, um, but I've been given five minutes. So, I'll do my best to, uh, to stick to it. And first and foremost, I can't, uh, thank Clearinghouse enough, the, the ability to create this type of innovative complex product offering, bring this to the banking market, also have traditional LPs investing, and doing something that's entirely new and entirely different. This has been an absolute dream come true. So, I, I do want to say thank you to Doug Bystry. Thank you so much for your incredible vision and leadership as we look to put this together, now, what was that? Three years ago when we first started this journey.

[\(01:01:57\)](#):

Um, the, the journey was so interesting in the beginning, actually that, uh, after talking to Doug, he said, I know the perfect guy to get involved here and really take this to the next level. And Yves, uh, you have been like the best thing that ever happened to us, it was absolutely incredible. Yves as the first one to say that after being at JP Morgan and everywhere else, we heard about FVLCRUM, and he forgot to negotiate his salary. He just came right over. So, uh, Yves, thank you so much for your incredible vision and leadership with everything that we're doing.

[\(01:02:28\)](#):

I have a couple more thank yous. I'll get them out of the way quickly. Uh, Kathy Bonney, uh, she may be small, but she is mighty. And she has gotten us 100% in here. Thank you so much, Kathy. Incredible leadership. And then I would be remiss to miss out on my favorite Santa Claus, um, among us. Where are you, Andy? Andy, there he is, Andy Gordon, aka Santa Claus, my man, thank you so much for everything that you've done for us.



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[\(01:02:57\):](#)

So, I'll, I'll tell you a little bit about FVLCRUM. Um, just because I think it is something that is, is very different. We have decided to take a big leap. Um, once again, I'm sorry, Nicole, no solicitation, I know. Um, we decided to take a big leap and try to align impact and alpha in a way that hadn't really been done before. Uh, many of you are probably familiar with private equity as a category were viewed as the evil empire, uh, the folks in the high tower, et cetera, et cetera. Nothing good typically comes from a private equity firm getting involved in most things in this country, um, except for returns for people who already had money.

[\(01:03:34\):](#)

Um, that is tragedy. Uh, that is a lot of money that is invested every year into a lot of companies that could be doing a lot of good for the world. And instead, it's always focused on profit only. We had the idea to start looking at profit, but also impact at scale. That's where the alignment of a CDFI and private equity can really start to make a change. And many of you are familiar with debt going into underserved communities. Um, debt is a great tool, liquidity matters. But what about that longer term patient capital that can be employed at scale to create sustainable ecosystems of opportunity over a 10-year period. And that's what we decided to bring to market with FVLCRUM.

[\(01:04:17\):](#)

Yves was, uh, also the one who told us you guys have already been doing this, uh, for the past 10 years. So, we started our firm, uh, back in 2013 with this idea that diversity was not a risk, as much, uh, of the capital markets we use it as. It's actually just a misunderstood category in emerging market and an efficient market. And we said, if we can add a little bit of capital, a little bit of sophistication, a little bit of access, maybe we could actually create a sustainable portfolio.

[\(01:04:44\):](#)

Fast-forward 10 years to this conversation I was having with Doug and watching this fund, we had generated out of 10 investments 10 platform companies, uh, 38 total transactions. We've created over 7,000 permanent jobs, so not hires but permanent jobs, so many more times to that as people hired. We had, um, returned over 25x MOIC. Um, so top 1% private equity strategy. We had returned over 100 million to underserved communities in terms of creating new net worth, et cetera, et cetera.

[\(01:05:15\):](#)

So, Yves looked at it and he said, "You guys are already doing the work of a public welfare entity. You guys need to now have a status and allow banks, allow other groups to start participating. So, fast forward to today, as, uh, Yves said 224 million, uh, currently committed to the 250 target. Um, I just received word this morning that another 30 million is coming in from a couple investors, uh, that have been, uh, all through our data room and everything else. But we're on a mission to change the way that private equity and underserved communities can actually participate.

[\(01:05:46\):](#)

And thanks to the purpose of Clearinghouse that we were ever able to achieve this type of certification. We are CRA eligible Volcker exempt public welfare, private equity. That's an oxymoron. It does not make any sense at all. And it has somehow been achieved here today due to the purpose and intentionality of Clearinghouse. So, thank you guys again, so much for the support, for everything that you guys do for us, everything you're doing with us. Clearinghouse is also an investor in FVLCRUM. So, uh, thank you also for that vision and leadership. We're looking



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forward to, uh, to much more, many more successes in this partnership, doing something to truly change the trajectory of this country. Thank you so much.

Douglas Bystry ([01:06:30](#)):

Uh, thank you, Ben. Uh, we just get so excited when- whenever we talk about this. Uh, at this time, I would like to introduce the 2022 video.

Douglas Bystry, CCDFI President/CEO:

Hi, I'm Doug Bystry, President and CEO of Clearinghouse CDFI. For over 25 years, we've served low and moderate-income communities with purpose. Our mission is and has always been to finance projects that create economic opportunity and improve lives. We funded over 2,600 projects for a total of \$2.2 billion. We've created 40,000 jobs benefiting 3.9 million people. Through the hard work, dedication, and support of our shareholders and stakeholders, we continue to make a difference.

As you know, we recently celebrated our 25-year anniversary. On the heels of that milestone, our executive team had a chance to get together in person and plan for our future. It was a rare occasion for all of us to be together in the same space since the start of COVID. What a wonderful time we had aligning our goals and objectives for the future. But more importantly, we had a chance to reminisce about some of the most important and impactful loans in our corporate history. Today, we're happy to share those stories with you, including a very special project we funded in 2022.

What, what are some of the favorite projects that we've done over the years? I mean, there's so many and, uh...

Kristy Ollendorff, Chief Credit Officer:

Yeah, oh my gosh.

Douglas Bystry, CCDFI President/CEO:

But I'd, I'd love to just...

Yves Mombeleur, Chief Operations Officer:

The aquarium.

Douglas Bystry, CCDFI President/CEO:

... you know, anyone. Which one?

Yves Mombeleur, Chief Operations Officer:

The aquarium.



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Kristy Ollendorff, Chief Credit Officer:

I think from the day you called me.

Douglas Bystry, CCDFI President/CEO:

I called you.

Kristy Ollendorff, Chief Credit Officer:

To the day we funded, that was literally like 3...

Terrin Enssle, Chief Financial Officer:

2, 2 to three weeks.

Kristy Ollendorff, Chief Credit Officer:

... something weeks.

Douglas Bystry, CCDFI President/CEO:

Yeah.

Terrin Enssle, Chief Financial Officer:

Yeah.

Kristy Ollendorff, Chief Credit Officer:

Done.

Douglas Bystry, CCDFI President/CEO:

That was amazing.

Kristy Ollendorff, Chief Credit Officer:

They had money in their account.

Douglas Bystry, CCDFI President/CEO:

That was [inaudible 00:01:39] right there.

Kristy Ollendorff, Chief Credit Officer:

We've never, (laughs) we've never moved that fast.



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Douglas Bystry, CCDFI President/CEO:

No, we've never moved that fast. It was an emergency loan.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

And we, we knew that because of COVID, because their income dried up.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

They did not have enough money...

Kristy Ollendorff, Chief Credit Officer:

No.

Douglas Bystry, CCDFI President/CEO:

... to continue feeding and serving...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

... the animals in the aquarium.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

So it was one of those where I, I felt like we just had to sort of throw out the conventional rules.

Jay Harrison, Chief Investment Officer:

Maybe I'll start with another one, but, uh, I'm thinking of Arizona. We, we did a, uh, kind of a transitional housing, uh, facility for autistic, um, you know, children in, uh, in Phoenix.



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Terrin Enssle, Chief Financial Officer:
Phoenix, Phoenix. Yeah.

Andrew Gordon, Executive Advisor:
First place, yes.

Kristy Ollendorff, Chief Credit Officer:
Nice.

Jay Harrison, Chief Investment Officer:
Yeah, first place. Do, do you-

Douglas Bystry, CDFI President/CEO:
That's a great one. Great project.

Jay Harrison, Chief Investment Officer:
Do you have any thoughts on the impact that's had in, in, uh, in Phoenix?

Andrew Gordon, Executive Advisor:
Well, the Principles of it, it's a nonprofit, uh, have an autistic child and as anyone gets older and you have an autistic child, who's gonna take care of my child as I get older?

Jay Harrison, Chief Investment Officer:
Right.

Andrew Gordon, Executive Advisor:
So they will need to find a, builds more of a community around that. This, uh, turns out to be a living situation where people can go to work. I mean, these are highly functional, autistic, uh, young adults. So it's a great program. But they also have a, um, research center there. And so they're making an impact on the, the world that way.

Jay Harrison, Chief Investment Officer:
Yeah.

Andrew Gordon, Executive Advisor:
We have some interesting ones in Arizona for sure. I think, you know, about the hardware store in Holbrook, Arizona, for example.



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Douglas Bystry, CCDFI President/CEO:

Oh, love that story.

Kristy Ollendorff, Chief Credit Officer:

Walt's Hardware.

Douglas Bystry, CCDFI President/CEO:

[inaudible 00:03:05] Walt's Hardware, yeah.

Kristy Ollendorff, Chief Credit Officer:

I remember Walt's Hardware.

Andrew Gordon, Executive Advisor:

So, there's a closed theater, a movie theater in rural Arizona.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Andrew Gordon, Executive Advisor:

Holbrook. We financed the theater there that was closed. And that owner who sold the theater subsequently, then wanted to do the hardware store.

Douglas Bystry, CCDFI President/CEO:

Yeah.

Andrew Gordon, Executive Advisor:

And, uh, she and her husband and the team did a great job there, which is really important in rural Arizona to have that type of stuff available.

Terrin Enssle, Chief Financial Officer:

Yeah. What about, um, teen project? I mean, that's another...

Douglas Bystry, CCDFI President/CEO:

Yeah.

Kristy Ollendorff, Chief Credit Officer:

She is a borrower that in her young life, she literally was in prostitution.



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Douglas Bystry, CCDFI President/CEO:

Mm-hmm.

Kristy Ollendorff, Chief Credit Officer:

And she somehow got herself out of it.

Douglas Bystry, CCDFI President/CEO:

Mm-hmm.

Kristy Ollendorff, Chief Credit Officer:

Got an education and dedicated her entire life to helping teenage girls get out of that life through emancipated youth and give them a home, give them college education...

Douglas Bystry, CCDFI President/CEO:

Oh, yeah.

Kristy Ollendorff, Chief Credit Officer:

... a place to live, um, one by one. So...

Douglas Bystry, CCDFI President/CEO:

Talk about really making an impact and changing lives and taking a, a trajectory of someone who's, whose life is...

Kristy Ollendorff, Chief Credit Officer:

Absolutely.

Douglas Bystry, CCDFI President/CEO:

... on a certain path.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

... and moving it to another. And because we were able to allow them to buy the old-

Terrin Enssle, Chief Financial Officer:



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The Boy Scout.

Kristy Ollendorff, Chief Credit Officer:
Yeah.

Douglas Bystry, CCDFI President/CEO:
... Boy Scout facility.

Kristy Ollendorff, Chief Credit Officer:
But even before we did that, it was once...

Douglas Bystry, CCDFI President/CEO:
... we did their first house.

Kristy Ollendorff, Chief Credit Officer:
... their first house...

Douglas Bystry, CCDFI President/CEO:
Right. And then we allowed them to buy...

Kristy Ollendorff, Chief Credit Officer:
... that they did.

Douglas Bystry, CCDFI President/CEO:
... that whole compound...

Kristy Ollendorff, Chief Credit Officer:
That's right. Yep.

Douglas Bystry, CCDFI President/CEO:
... where they could take, take however many more-

Kristy Ollendorff, Chief Credit Officer:
They churn through them to get them jobs or an education to then kind of move through so...

Terrin Enssle, Chief Financial Officer:
And break that cycle that...



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Kristy Ollendorff, Chief Credit Officer:

And break that cycle...

Terrin Enssle, Chief Financial Officer:

Yeah.

Kristy Ollendorff, Chief Credit Officer:

... of dependency on whatever that's not healthy for them.

Douglas Bystry, CCDFI President/CEO:

Yeah. Yeah.

Kristy Ollendorff, Chief Credit Officer:

That was great.

Terrin Enssle, Chief Financial Officer:

Amazing.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

One other thing I think that is important, and I wanted to talk about it first, that was extremely important to us and really, I think, um, put us on a great trajectory. And that is our S&P rating.

Jay Harrison, Chief Investment Officer:

That, that was an interesting, uh, process. And it's benefited, you know, we talked about raising debt.

Douglas Bystry, CCDFI President/CEO:

Yeah.

Jay Harrison, Chief Investment Officer:

Um, y- you know, now we can show that to folks who are less familiar with us maybe.



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Douglas Bystry, CCDFI President/CEO:
Right.

Jay Harrison, Chief Investment Officer:
And maybe we have to do a little less explaining about ourselves.

Douglas Bystry, CCDFI President/CEO:
Yves, we just finished our first opportunity zone project, start to finish. Talk about what that, uh, has meant for you and what that means for the company.

Yves Mombeleur, Chief Operations Officer:
Loss of hair. Um...

Douglas Bystry, CCDFI President/CEO:
(laughs)

Kristy Ollendorff, Chief Credit Officer:
(laughs)

Terrin Enssle, Chief Financial Officer:
(laughs)

Yves Mombeleur, Chief Operations Officer:
You know, most definitely. Uh, but it, it's, it's been great because, you know, for years we've provided the, the capital for others to go do projects like we just did. And once again, to be the very first one to complete an opportunity zone project from ground up, uh, to where it stands now we have three other projects that's ongoing and we're still working on. And it's just, it's a great opportunity for us to lead the pack and hopefully others will follow and they'll get more involved in the, uh, OZ world.

Douglas Bystry, CCDFI President/CEO:
Good. Good. Andy, I know one of the things that, um, I was excited to talk to you about when we were first starting to talk about, uh, for the merger was the fact that even though we were a for-profit, we were a B-corporation.

Andrew Gordon, Executive Advisor:
A what?

Douglas Bystry, CCDFI President/CEO:



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A B-corporation, a benefit corporation. What did that mean to you then, and what does it mean to you now and how significant is, um, our B-Corp status to you?

Andrew Gordon, Executive Advisor:

Well, as, uh, Jay was talking about the S&P, Standard and Poor rating, I think twinning that with a B-corporation status really puts us in a unique situation to our investors. We reinvest our profitability into our mission.

Douglas Bystry, CCDFI President/CEO:

Mm-hmm.

Andrew Gordon, Executive Advisor:

But also we've been profitable, as you mentioned, for over 20 years. We, do well while we...

Kristy Ollendorff, Chief Credit Officer:

... we do good.

Andrew Gordon, Executive Advisor:

... we do good.

Douglas Bystry, CCDFI President/CEO:

Right.

Terrin Enssle, Chief Financial Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

Yes.

Andrew Gordon, Executive Advisor:

And we will continue to do that.

Douglas Bystry, CCDFI President/CEO:

One of our next big, uh, challenges ahead of us is the recapitalization effort and, obviously, working with a rising interest rate environment and trying to grow the loan portfolio and the company and trying to make all of these things happen together. But I think, for me, probably the most important thing about the recapitalization is the plan to give all of our employees an ownership interest in this company.



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Jay Harrison, Chief Investment Officer:

This should go a way to, to clear the path forward from a, from a capital perspective.

Kristy Ollendorff, Chief Credit Officer:

I agree.

Jay Harrison, Chief Investment Officer:

Uh, and it should really help operations. It will take us from our existing roughly 600 million in total assets to one and a half billion...

Kristy Ollendorff, Chief Credit Officer:

Right, right.

Jay Harrison, Chief Investment Officer:

... in a, in a period of five years. And so it's really exciting to be able to put that kind of, kind of money to work...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Jay Harrison, Chief Investment Officer:

... in low income communities throughout the country.

Douglas Bystry, CCDFI President/CEO:

Right.

Kristy Ollendorff, Chief Credit Officer:

Yeah, I agree.

Yves Mombeleur, Chief Operations Officer:

Right.

Douglas Bystry, CCDFI President/CEO:

And, and I'm glad you said throughout the country, because one of the other important aspects of what we're doing is expanding geographically. And Kathy, I want to ask you about, you know, how you see us rolling that out?

Kathy Bonney, Chief Administrative Officer:

It's gonna have to be strategic, it's gonna be hiring staff, um, you know, getting staff into other areas of the country. We don't currently have them.

Kristy Ollendorff, Chief Credit Officer:

Yeah.



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Kathy Bonney, Chief Administrative Officer:

Uh, getting people that know the regions, so we have boots on the ground...

Kristy Ollendorff, Chief Credit Officer:

The ground, right? Right.

Kathy Bonney, Chief Administrative Officer:

... to really know those areas. Um, and, and I think that's, that's gonna-

Kristy Ollendorff, Chief Credit Officer:

The regional expertise, yeah.

Kathy Bonney, Chief Administrative Officer:

Yeah. That regional expertise is really gonna help us...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Kathy Bonney, Chief Administrative Officer:

... to be able to get loans. And, and, and it's hard, especially, you know, tribal areas, it's very hard to earn trust.

Kristy Ollendorff, Chief Credit Officer:

Right.

Douglas Bystry, CCDFI President/CEO:

Now no.

Kathy Bonney, Chief Administrative Officer:

So it's educating that we're a CDFI, what we do, we're here for good.

Douglas Bystry, CCDFI President/CEO:

One of the things I'm, I'm most proud of, of this team, and I know it wasn't easy, but when, um, COVID hit and, and the PPP program became available and I said, you know, we need to go do PPP loans. I know that caused, uh, a lot of, uh, challenge for our teams.

Kristy Ollendorff, Chief Credit Officer:

Just a little.

Douglas Bystry, CCDFI President/CEO:

Yeah.

Yves Mombeleur, Chief Operations Officer:



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(laughs)

Douglas Bystry, CCDFI President/CEO:

Just a little.

Andrew Gordon, Executive Advisor:

(laughs)

Douglas Bystry, CCDFI President/CEO:

I, I'm gonna scoot over here next to Yves.

Yves Mombeleur, Chief Operations Officer:

(laughs) yeah, it's a challenge.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

But, but we responded to it.

Kristy Ollendorff, Chief Credit Officer:

We did.

Douglas Bystry, CCDFI President/CEO:

And I, I know when I look now at the map of where we have made loans, and you see...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

... all of the small businesses that we helped with the PPP loan when many of them couldn't get through to their big bank.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

And, like, the dentist in Oakland, that's another one of my favorite borrowers. He was talking about, you know, what that meant for, for his business.

Kristy Ollendorff, Chief Credit Officer:

Yeah.



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Douglas Bystry, CCDFI President/CEO :

Yeah. Kristy, there's a special project that we just recently funded in Tustin. Do you want to talk about that?

Kristy Ollendorff, Chief Credit Officer:

That's Port View Prep. They serve the developmentally disabled children throughout California.

Melaura Tomaino:

Port View Preparatory is a school for individuals on the autism spectrum or individuals with other related developmental disabilities. We educate students anywhere from kindergarten all the way through adult transition, which is 22 years old. And our students really have profound and significant needs, whether that's learning needs or behavioral needs.

Edward Miguel:

Dr. Tomaino and I worked in other settings, uh, with individuals with disabilities. And a missing component of those programs or the curriculum was really trying to capture the dreams of the kids and trying to create pathways for them to succeed in life and contribute to their communities.

Melaura Tomaino:

I just saw a need in special education that I felt was lacking, but I was doing in-home work. So sometimes I would go see a student in their school setting when I typically would work with them in the home. And every time I would go, the special ed classes were in the bungalows, in the back of the campus, far away from everybody else. And I really wanted to elevate the standard of special education. That was really important to me.

Edward Miguel:

Because we're a non-public school, we operate under the Individuals with Disabilities Education Act which mandates that every student receive an IEP or individualized education plan.

Melaura Tomaino:

So when they first start with us, it's really just developing a relationship with them to figure out what makes them tick. And we just focus on getting to know that individual student. And then we work to develop their program and develop their goals. We're really trying to set them up to be successful in life, but more importantly to be happy and to do the things that they like to do.

Edward Miguel:

We leased this building back in 2019. Built into the lease was a purchase option. Part of our goals for longevity was to be able to exercise that purchase option. I worked for a couple of years on trying to figure out how we were gonna buy this building. I would talk to guys that were supposedly the best in fundraising in the business, and nobody could figure it out. Well, enter the former CEO of Reimagine, Glenn Motola.



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He ranted and raved about Clearinghouse. He sent an introductory email to Kristy Ollendorff. Kristy was the first person I spoke to that actually understood what it is that we did in five minutes. She said, "I think we can help you." The rest is history. We were able to pull it off thanks to Clearinghouse.

Melaura Tomaino:

It was so amazing because the values and mission of Clearinghouse really aligned with those of Port View. And there were so many commonalities between the two organizations that it really was just this, like, magical connection that allowed us to create, uh, this amazing campus. My favorite part of the campus is either the adult transition apartment with the Murphy bed or the library. Uh, having a library was really important to me. I wanted our students to have access to all sorts of different books and curriculum. And so I was really happy when we had a space that we were able to build a library.

Edward Miguel:

We are now confident in being able to house up to 120 students here, which creates at least a hundred more jobs just for this site alone. But it also sets the precedent for the future for us. We are sustainable. We're not trying to ask for handouts. We pay our bills. Our kids contribute to society. Just with a little bit of understanding of what we do, we can go a long way.

Rachel Darr:

Mikey has been at Port View since he was nine. He's 17. Interestingly enough with Mikey, he doesn't like to use his assisted device at home. But he'll, he'll use it here at school. And what I've noticed is at home, because of Port View, Mikey speaks when he needs something at home or he wants to, to get my attention. He actually uses language. Mikey has speech and he has occupational therapy and he has fun with everything that they do. He has so much available to him that he didn't have before. My child is happy. He's amazing now because of Port View.

Melaura Tomaino:

What I hope to give my students is a safe place where they know they're loved. When I think about them graduating and moving out into the world, I really just wanna teach them self-advocacy and to be able to continue the work that we did here. Whether that's having a job or living with their parents or living independently, finding something that really truly makes them happy. That's really important to me.

Isaac Villanueva:

I would recommend it to them because everybody is friendly and you can learn a lot. They have really good teachers. And you can make friends there.

Douglas Bystry, CCDFI President/CEO:

So before we wrap up, I want to just ask everyone, um, if they have a thought or a vision or, uh, a goal of where, um, they see the company in, you know, three to five years from now.

Terrin Enssle, Chief Financial Officer:

I hope we can continue to have and, and develop the same super staff.



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Yves Mombeleur, Chief Operations Officer:

Yeah.

Terrin Enssle, Chief Financial Officer:

We, we have amazing...

Kristy Ollendorff, Chief Credit Officer:

Yeah, yeah.

Terrin Enssle, Chief Financial Officer:

... staff members. And as we grow, we're going to need to grow and I-

Kristy Ollendorff, Chief Credit Officer:

To find them.

Terrin Enssle, Chief Financial Officer:

To find them.

Kristy Ollendorff, Chief Credit Officer:

Yeah. Yeah.

Terrin Enssle, Chief Financial Officer:

Yeah. And we've just been so fortunate with the people we have...

Kristy Ollendorff, Chief Credit Officer:

Mm-hmm.

Terrin Enssle, Chief Financial Officer:

... that have stuck with us. They're just wonderful. I hope we find more of those people. I think we will. Good thing about COVID though, and the remote work is it makes it easier.

Kathy Bonney, Chief Administrative Officer:

Yes. Yeah.

Terrin Enssle, Chief Financial Officer:

I think prior to that we thought, "Oh, we've gotta have offices, bricks and mortar all over the place."

Kathy Bonney, Chief Administrative Officer:

Yeah.

Terrin Enssle, Chief Financial Officer:



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We don't need that anymore.

Douglas Bystry, CCDFI President/CEO:

Aren't we seeing that a lot of the younger people now want to go to work for a company...

Kristy Ollendorff, Chief Credit Officer:

They do.

Douglas Bystry, CCDFI President/CEO:

... that's making a difference in the world? That isn't just all about...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

... the bottom line.

Kathy Bonney, Chief Administrative Officer:

Overseeing the HR realm, I don't just see that in the younger people that apply. I see it in people that we actually work with now.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Kathy Bonney, Chief Administrative Officer:

Right. So we have people that maybe work at a bank if something opens, they might be interested in that position.

Kristy Ollendorff, Chief Credit Officer:

Yeah. Yeah.

Kathy Bonney, Chief Administrative Officer:

We've had a few people come to us that way.

Douglas Bystry, CCDFI President/CEO:

But we have a couple of ex-bankers right here with us.

Kristy Ollendorff, Chief Credit Officer:

Exactly.

Kathy Bonney, Chief Administrative Officer:

Exactly.



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Douglas Bystry, CCDFI President/CEO:

You know? (laughs)

Kathy Bonney, Chief Administrative Officer:

And, and we've attracted some great talent that way, but also, like you said, COVID, we're getting top talent because we can now search nationwide...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

Right.

Kathy Bonney, Chief Administrative Officer:

... for the, for the talent that we're seeking.

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Terrin Enssle, Chief Financial Officer:

I agree.

Terrin Enssle, Chief Financial Officer:

That is huge.

Kathy Bonney, Chief Administrative Officer:

Yeah.

Kristy Ollendorff, Chief Credit Officer:

Yeah. It is solely off of our reputation that we get as much loan volume as we do in California. I would love to see that trajectory and that kind of confidence throughout the other, throughout...

Douglas Bystry, CCDFI President/CEO:

Okay. Something to...

Kristy Ollendorff, Chief Credit Officer:

Our focus-

Douglas Bystry, CCDFI President/CEO:

... shoot for.

Kristy Ollendorff, Chief Credit Officer:



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Yeah. Our other focused areas in the United States.

Douglas Bystry, CCDFI President/CEO:

That's actually a really great goal.

Kathy Bonney, Chief Administrative Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

And, and I, I feel like to some extent we're starting that in states like Texas.

Kristy Ollendorff, Chief Credit Officer:

We, absolutely. Yes.

Douglas Bystry, CCDFI President/CEO:

Where, Yves and Annie...

Kristy Ollendorff, Chief Credit Officer:

Yeah, yeah.

Douglas Bystry, CCDFI President/CEO:

I feel like we're starting to, to build that.

Kristy Ollendorff, Chief Credit Officer:

Get that kind of, um, institutional reputation in those areas.

Douglas Bystry, CCDFI President/CEO:

Right, right.

Yves Mombeleur, Chief Operations Officer:

Whatever it is that we do, we have to be able to share the story with others. Uh, I drank the Kool-Aid. I want others to drink the Kool-Aid.

Andrew Gordon, Executive Advisor:

(laughs)

Yves Mombeleur, Chief Operations Officer:

Uh, I think there could be a four prong that'd love to see the insurance companies be core investors, the family offices, the large companies.

Kristy Ollendorff, Chief Credit Officer:

Yeah.



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Yves Mombeleur, Chief Operations Officer:

Uh, and the financial institutions. Here's a viable investment source and here's what we've done historically. Here's the data to support it. That's what I like to see happening because I think that will, uh, amplify what we've done, but also give us a lot of additional outside and external, uh, monetary sources.

Douglas Bystry, CCDFI President/CEO:

Seeing the company grow and be able to continue to be viable, both from a profitability standpoint, but also from, uh, a strong impact. And continuing as both a, a CDFI and a B-Corp is really, really important to me. And if we're so fortunate as to be able to do, uh, a recapitalization, grow the company and, uh, have some sort of other, uh, exit event or, uh, an IPO, uh, that would be a dream come true for me. That would be the, the, uh, cherry on the top of my, uh, ice cream sundae career...

Kathy Bonney, Chief Administrative Officer:

(laughs)

Kristy Ollendorff, Chief Credit Officer:

(laughs)

Douglas Bystry, CCDFI President/CEO:

... that I've had. You know, often as the President, CEO, I'm out in front of everyone and I get a lot of accolades. But it's all the hard work of each and every one of you. And, and I am very grateful and, uh, indebted to each and every one of you and our entire teams.

Kristy Ollendorff, Chief Credit Officer:

Yeah. Absolutely.

Douglas Bystry, CCDFI President/CEO:

All of our staff.

Kristy Ollendorff, Chief Credit Officer:

Yeah. Yeah.

Douglas Bystry, CCDFI President/CEO:

All of the people that work so hard...

Kristy Ollendorff, Chief Credit Officer:

Yeah.

Douglas Bystry, CCDFI President/CEO:

... at Clearinghouse CDFI. And it's, it's been a great run. Let's, uh, let's all put our hand in here together. 1, 2, 3.



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Kristy Ollendorff, Chief Credit Officer:
1, 2, 3.

Douglas Bystry, CCDFI President/CEO:
CDFI.

Kristy Ollendorff, Chief Credit Officer:
CDFI.

Yves Mombeleur, Chief Operations Officer :
CDFI.

Terrin Enssle, Chief Financial Officer:
CDFI.

Jay Harrison, Chief Investment Officer:
CDFI.

Andrew Gordon, Executive Advisor:
CDFI.

Kathy Bonney, Chief Administrative Officer:
CDFI.

Yves Mombeleur, Chief Operations Officer:
Yeah, baby.

Kristy Ollendorff ([01:24:56](#)):

Okay, okay. If my floor chairman says he wants to say something, I will let Gary come and say something, come on up. (laughs)

Douglas Bystry ([01:25:26](#)):

Before Gary comes up, I just want to remind him, he's in between this and the bar.

Gary Dunn ([01:25:30](#)):

Yeah.

Douglas Bystry ([01:25:32](#)):

Yeah. Okay.

Audience ([01:25:32](#)):



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(laughs)

Gary Dunn ([01:25:38](#)):

You know, first off, I want to thank Bob for stepping into me today to taking over some of my duties as chairman of the board, I'm dealing with some major medical, uh, issues and I really appreciate the team stepping in for me. But sitting here, listening to what's been said tonight, there was one thing that was missed. And I couldn't let it go. We're all here representing banks, companies, non-profits, and we're here because it's our job, it's our career. But I've learned over my 40-year career in banking and devoted community reinvestment, that you really wouldn't be doing that in your organization and be successful like you are, unless you personally, personally believe in the mission. Forget your job, you personally believe in giving back to the communities that we live in. And I want to make sure that we recognize every one of you on a personal level, not a career level, a personal level, for choosing this as your career. 'Cause you all do an amazing job, it helps all the non-profits that are involved in this goal, helps the CDFI, to be successful. So, I want you to leave here tonight, not being proud of being here because of what company you represent. I want you think about what you personally represent and believe in, in your own personal life. And that's what I thought was missed. Thank you.

Terrin Enssle ([01:27:16](#)):

Aww, that was great. Thank you, Gary. Um, so before I go any further, uh, this amazing set up was done by Natasa, and I'm not sure, there she is in the back. Just come up here for a minute. Alanna, who is back here with sound, she has to say a quick hello, Katie right here, and not here tonight is Allie, but they have done an amazing job with this production, and it is a production every year, it's like putting on a wedding every year. (laughs) So, those of you who have done it. And we are about to lose Natasa, she is hiking the Pacific Trail from the border to the border, leaving next week? For two weeks. So, anyway, we wish her well.

([01:27:58](#)):

Um, but I also wanted to take this opportunity, I want to bring Eddie and Melaura up, um, to the stage. And I also just wanted to acknowledge, a lot of the, the staff is here tonight from fort, from Port View, and they have dressed up, and they look amazing and thank you for your support tonight. Thank you very much. I appreciate it. Um, so I'm bringing these two up, because, from their vision in 2014, so that was literally 9 years ago, when they opened the Yorba Linda facility, and to purchasing this building in 2022.

([01:28:33](#)):

It's been obviously a very long ride. Um, but their next vision is up above here, there is a whole second floor. And it is wasted right now. And so in talking to Eddie, he's, you know, when we first did this loan, it's like, "We'll just make this step.", and then the next time I talked to him, it was about something else. And now his next vision is to develop it into a sports facility for the kids, because these kids don't get the opportunity to join a baseball team, normally. Or a soccer team, or whatever they do.

([01:29:07](#)):

So it gives them the opportunity to go upstairs in a supervised, um, manner and they can participate in sports, like all the rest of our other kids get to do. So, super excited about that. We are providing a little bit of seed money to do that. So, Doug, are you up here with me? We'd like to present ... \$15,000 is just basically seed money.



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Douglas Bystry ([01:29:31](#)):

Are you gonna get a photo, or? Where's our photographer? Oh, there's our photographer. Look out there.

Kristy Ollendorff ([01:29:33](#)):

Yay. Thank you.

Douglas Bystry ([01:29:33](#)):

Take that.

Kristy Ollendorff ([01:29:45](#)):

Yeah. So, it's just seen money to get them started. Of course, we want to be part of the loan to do that. And I'm looking for a banker who's willing to, kind of, help me do it. So anybody who's interested, come on up and let me know. (laughs) Thank you very much for all you do. Thank you. Yes. Okay. So that concludes the, the meeting and please join us out in the reception and enjoy. Thank you.