

## 2000-2002 The Beginning

## 2007-2008 Managed Growth

## 2011-2013 Stabilization

## 2012-2013 Momentum

## 2014 Expansion

## 2015 Innovation

## Vision 2020 (Projected)

### CHC Established

- Incorporated; received IRS 501(c)3 organization.
- Certified by U.S. Treasury CDFI Fund as a community development financial institution (CDFI) and a community development entity (CDE).

### Initial Vision

- Provide flexible direct financing for affordable housing development and preservation to NeighborWorks® network.
- Build a business model that uses grant equity to leverage sustainable private sector debt without subsidizing rates.
- Build a self-sustaining enterprise where earned revenues cover operating expenses.
- Build and retain experienced staff from both the banking and non-profit community development sectors.
- Recruit and maintain a "best practices" board governance structure that includes experienced leadership from NeighborWorks network and financial services industry.

- In response to a 40% increase in loan volume, CHC significantly expands organizational infrastructure for future growth.
- Develops systems and processes that mirror private-sector banking best practices while being responsive to needs of NeighborWorks borrowers.
- Develops loan underwriting guidelines and procedures that accommodate multiple layers of debt and equity.
- Implements enhanced financial controls, including additional credit quality and internal audit processes.
- Self-sufficiency achieved – earned revenues cover operating expenses.

- Responding to tightened credit markets, CHC develops loan participation structure with multiple investors to better leverage loan capital and diversify risk.
- NeighborWorks America and CHC enter into first 5-year grant agreement.
- In middle of economic downturn, State Farm, Deutsche Bank and Morgan Stanley invest \$38 million in CHC. Bank of America renews \$10 million investment.
- Net assets increase to \$13.8 million and loan activity continues to grow.
- CHC completes office transition to Atlanta; CHC purchases small office building in Decatur. Rehabilitation begins.
- CHC receives initial AERIS® Rating (formerly CARS) of A43.

- Loan activity significantly increases and loan delinquency ratio significantly declines to 2.4% as borrowers continue to work through developments stalled by economy.
- Net assets grow to \$20.6 million.
- Loan participations fund 40% of annual loan activity.
- Office building rehabilitation completed, helping to spark a neighborhood revitalization near the central business district in Decatur.
- CHC partners with National Community Stabilization Trust to provide financing for NWOs to acquire and rehabilitate single-family REDs in low- and moderate-income neighborhoods. Nearly \$40 million in financing provided to over 20 communities across the country through FY 2015.

- Expands number of investors by 80%, further diversifying CHC's capital base.
- Loan activity increases to \$52.7 million and net assets grow to \$23 million.
- CHC joins Federal Home Loan Bank of Atlanta (second CDFI to be accepted for membership).
- Community Reinvestment Fund commits to purchase up to \$15 million annually in permanent multifamily loans.
- AERIS rating upgraded to A42.
- Organizational infrastructure enhanced for future growth.

- \$100 million multibank syndicated credit facility closes with nine highly-regarded financial institutions.
- NeighborWorks America renews 5 year grant agreement.
- Loan activity increases to \$71.6 million.
- Net assets grow to \$25 million.

- Loans Under Management \$250 MM
- Equity \$39 MM
- Available Debt Capital \$225 MM
- Internally Generated Equity \$1 MM



\$1.8 MM  
\$7.8 MM  
\$10.6 MM  
\$15.1 MM  
\$15.8 MM  
\$23.6 MM

\$30.7 MM  
\$35.0 MM

\$20.4 MM  
\$26.6 MM  
\$43.1 MM

\$45.8 MM  
\$51.0 MM

\$53 MM

\$72 MM

\$122 MM

## Loan Originations

- \$10 million investment – Bank of America
- \$2 million Grant – State Farm Insurance Company
- \$1 million Matching Grant – the CDFI Fund
- \$45 million – State Farm Insurance Company
- \$35 million – WMMU
- \$5 million – National Cooperative Bank Development Corp.
- \$12 million – Far East National Bank

- \$33 million – State Farm Bank
- \$10 million – Bank of America
- \$20 million – Morgan Stanley
- \$20 million – National Community Stabilization Trust
- \$5 million – Deutsche Bank
- \$7 million – Whitney Bank
- \$5.3 million grant – NeighborWorks America in 2010
- The CDFI Fund awarded CHC a grant of \$750,000

- NeighborWorks America provided grant of \$2.5 million in both 2011 & 2012
- Deutsche Bank increased credit facility to \$10 million
- PNC Bank provided \$5 million investment
- Calvert provided \$1.5 million investment
- NWA granted a \$750,000 loan portfolio of a troubled NWO and provided a grant of \$2.5 million to CHC
- CDFI Fund awarded a grant of \$1,434,000
- Morgan Stanley donated \$720,000
- \$176,000 grant provided by OFN/Starbucks

- NeighborWorks America provided annual grant of \$2.35 million in both 2013 & 2014
- Deutsche Bank increased its facility to \$15 million
- PNC Bank increased its facility to \$7 million
- Wells Fargo provided a \$7 million credit facility
- BB&T provided a \$5 million credit facility
- Everence Fund provided a \$500,000 credit facility

- Calvert increased its facility to \$6.5 million
- TD Bank provided a \$5 million credit facility

### \$100 MM Syndicated Credit Facility – Members:

- JP Morgan Stanley
- JP Morgan Chase
- Deutsche Bank
- Bank of America
- Charles Schwab Bank
- Wells Fargo
- Carver Bank
- BB&T
- HSBC

