

# MAKE AN IMPACT

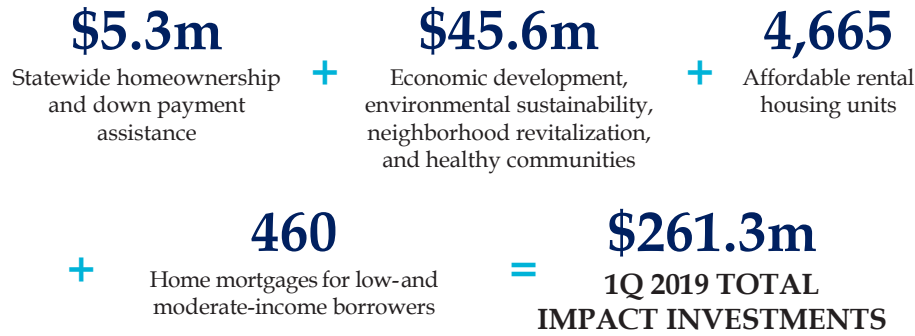
## Community Capital Management IMPACT SUMMARY REPORT 1Q 2019



*Community Capital Management, Inc. is an investment adviser registered with the Securities and Exchange Commission under the Investment Advisers Act of 1940. Any of the securities identified and described herein are for illustrative purposes only. Their selection as an example was based upon nonperformance-based objective criteria, such as the security's social and/or environmental attributes. It should not be assumed that the recommendations made in the future will be profitable or will equal the performance of the securities identified. Impact figures mentioned on this document are approximate values. Past performance does not guarantee future results. Market conditions can vary widely over time and can result in a loss of portfolio value.*

# 1Q 2019 OUR CLIENTS' POSITIVE IMPACT\*

\*Approximate from figures.

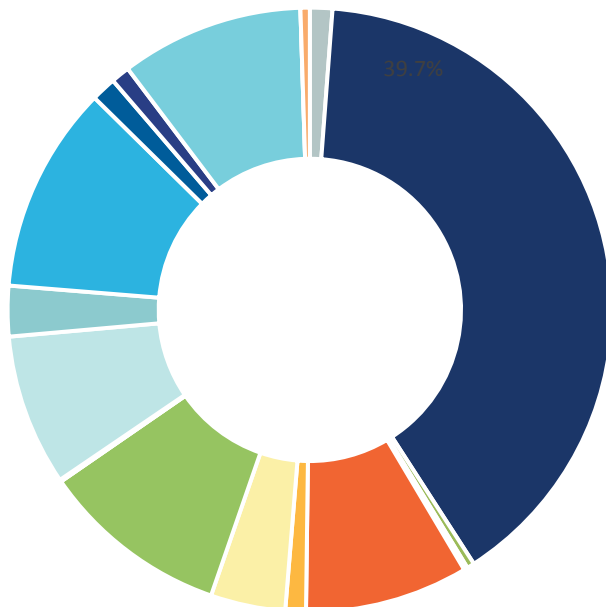


*As a firm, CCM has invested over \$9.4b in impact initiatives nationwide on behalf of its clients.*

## IMPACT THEMES *See back page for definitions of all impact themes.*



## 1Q 2019 TARGETED IMPACT THEMES *Target impact themes are approximate figures for the time period 01/01/19 to 03/31/19*



- Affordable Health/Rehab Care (1.2%)
- Affordable Housing (39.7%)
- Arts & Culture (0.4%)
- Disaster Recovery (0.2%)
- Economic Inclusion (8.7%)
- Education/Childcare (1.1%)
- Enterprise Development/Jobs (4.0%)
- Environmental Sustainability (10.1%)
- Gender Lens (0.0%)
- Government Supported Communities (0.1%)
- Healthy Communities (8.1%)
- Human Empowerment (2.7%)
- Minority Advancement (11.1%)
- Neighborhood Revitalization (1.3%)
- Rural Community Development (1.0%)
- Seniors/Disabled (9.8%)
- Sustainable Agriculture (0.0%)
- Transit-Oriented Development (0.5%)

## Grace West Manor Apartments

ESSEX COUNTY, NEW JERSEY

### IMPACT THEMES



Affordable Health/  
Rehab Care



Affordable  
Housing



Education/  
Childcare



Environmental  
Sustainability



Healthy  
Communities



Human  
Empowerment



Minority  
Advancement



Seniors/  
Disabled

Grace West Manor Apartments, an affordable rental property in Newark, New Jersey, consists of 429 units all of which receive Section 8 assistance. The property has a 12-story tower with 324 units designated for senior citizens and 21 town homes with 105 units designed for families. The property is undergoing renovations to upgrade community spaces and units, enhance the safety and security of residents, and reduce the property’s carbon impact.

Common area improvements will include new furniture and finishes, a new fitness room, enhanced community and game rooms, a lounge including a computer workstation, and a medical exam room. The landscaping, irrigation, and outdoor areas will also be improved. Unit upgrades will include new kitchen counters and cabinets, Energy Star refrigerators and ranges, LED lighting and low-flow faucets. Additional funds will be used to further expand the property’s social and recreational programs by offering residents programs such as art and exercise classes, senior wellness and game days, a community choir, and Black and Hispanic History month activities. Residents will have access to enhanced educational and awareness programs such as senior safety, fraud prevention, disaster preparation, various cancer awareness programs, health and vision screenings, and nutritional programs.

The property is located in a low-income, high-minority and high-poverty census tract. The majority of the population residing in this census tract are minority households (99%) and 50% of the population lives below the poverty line. Located at the southern edge of Newark’s central business district, the property has easy access to transit, services, and downtown amenities and a walk score of 78 from [walkscore.com](http://walkscore.com), which is considered very walkable, where most errands can be accomplished on foot. Walk Score’s mission is to promote walkable neighborhoods. Walkable neighborhoods are one of the simplest and best solutions for the environment, overall health, and the economy. Per a study in the American Journal of Preventative Medicine, people in walkable places weigh 6-10 pounds less.

## Loanpal Solar Loans

NATIONWIDE

### IMPACT THEMES



ENVIRONMENTAL  
SUSTAINABILITY

Founded in 2003, [Loanpal](http://Loanpal) is a residential solar loan originator led by experienced professionals in the solar industry. Loanpal operates a financial technology platform that focuses on originating loans to finance the purchase of home improvements by consumers, including solar panel systems and batteries from leading residential solar installers. Loanpal launched its solar lending program in December 2017 and has become a top solar financier by market share by originating over \$660mm in solar loans across 46 states and the District of Columbia.

The solar loans will support residential renewable energy projects through financing to homeowners, directly enabling the sale and installation of residential solar energy systems. Originated by Loanpal, these loans contain agreements to use Installers operating in Loanpal’s network to purchase the Solar Systems. The solar energy systems provide a total estimated 30 years of useful life. Loanpal operates a selective approval process for installer partners and uses an ongoing installer quality control framework including surveillance of metrics such as pricing and average borrower FICO scores. Installer partners must demonstrate they operate with a track record of ethical sales and marketing practices. As of January 31, 2019, Loanpal works with 109 approved installers with a current installer acceptance rate of 8% given the selective installer review process.

With over 9,000 loans to residential customers within this investment, the terms range from 10 to 20 years with an average original loan balance of \$29,290. Installer paid program fees allow low interest rates to be offered to the underlying borrower.

# Impact Themes



**Affordable Health/Rehab Care:** Creating and retaining affordable healthcare services and rehabilitation facilities for low- and moderate-income and medically underserved persons<sup>1</sup> and investing in opportunities that promote wellness and access to high-quality health care for everyone.



**Affordable Housing:** Financing for affordable homeownership to low- and moderate-income borrowers and renters, including workforce housing<sup>2</sup>, and investing in opportunities that promote affordable homeownership and access to quality living.



**Arts & Culture:** Supporting educational programs, businesses, organizations, and the development of properties involved with visual, performing, design, literary, and other art-related works.



**Disaster Recovery:** Supporting disaster-prevention and resiliency initiatives and community development activities in federally designated disaster and disaster-prone areas to enable the recovery and continuation of daily life.



**Economic Inclusion:** Assisting and supporting the process of bringing targeted groups, individuals, and communities, including immigrants and refugees, closer to the economic mainstream and capital markets. Financial literacy training, loans to first-time homebuyers, small business loans, rent-to-own housing programs, and “banking the unbanked” initiatives are all examples of economic inclusion opportunities.



**Education/Childcare:** Providing education and/or childcare services primarily in low- and moderate-income communities, improving the quality of educational services and facilities, and offering broad-based youth development programs that look to have a beneficial impact to children.



**Enterprise Development/Jobs:** Providing small businesses with access to capital, creating jobs, retaining jobs, and offering job training programs.



**Environmental Sustainability:** Supporting properties, projects, companies, and small businesses implementing sustainable initiatives such as rehabilitation of existing buildings/adaptive reuse; meeting energy codes; LEED certification; using renewable energy, reused, or recycled materials for construction; water conservation efforts; brownfield development; and Walk Scores.<sup>3</sup>



**Gender Lens:** Benefiting women and girls, primarily those that are low- and moderate-income, such as women-owned businesses, educational programs, health-related services, and affordable homeownership. Investing in opportunities with women leadership, workplace equity, products and services beneficial to women and girls, and related shareholder engagement and policy work.



**Government Supported Communities:** Assisting communities in need of economic and community development as designated by U.S. Government, federal agencies, and/or state agencies.



**Healthy Communities:** Establishing and maintaining effective strategies to achieve healthy equity in neighborhoods such as multi-use trails, high Walk Scores, high Bike Scores<sup>2</sup>, community parks, access to nutritious foods, and investing in opportunities that promote health and wellness.



**Human Empowerment:** Assisting individuals and families, including immigrants and refugees, through resources and programs designed to achieve personal goals, greater self-sufficiency, and upward mobility.



**Minority Advancement:** Supporting communities with a high minority population (over 50%), programs offering equal access to jobs, economic development, and affordable housing. Investing in opportunities with minority leadership, workplace equity, services beneficial to minorities, and related shareholder engagement and policy work.



**Neighborhood Revitalization:** Transforming blighted neighborhoods into areas of opportunity and vibrant, safe places to live by assisting in the revitalization of neighborhood facilities.



**Rural Community Development:** Investing in small business- es and other economic opportunities in rural communities.



**Seniors/Disabled:** Offering affordable living for seniors and/ or disabled individuals including physical, social, and psychological services.



**Sustainable Agriculture:** Supporting agriculturally-sustainable businesses such as those that engage in pesticide-free agriculture, hydroponics, aquaponics, and vertical farming.



**Transit-Oriented Development (TOD):** Creating vibrant, livable, and sustainable communities through the integration of compact, walkable, pedestrian-oriented, mixed-use communities centered around high-quality train systems.<sup>4</sup>

<sup>1</sup>“Medically Underserved” are areas or populations designated by HRSA (U.S. Department of Health and Human Services, Health Resources and Services Administration) as having: too few primary care providers, high infant mortality, high poverty and/or high elderly population.

<sup>2</sup>The most common definition of workforce housing comes from the Urban Land Institute, which defines workforce housing as: “housing that is affordable to households earning 60 to 120 percent of the area median income.”

<sup>3</sup><https://www.walkscore.com/>

<sup>4</sup><http://www.tod.org/>