Loan Fund Investors

BMO Harris Bank, NA
Community Foundation of Central Wisconsin
Delta Dental Plan of Wisconsin
Encourage Community Foundation
JPMorgan CHASE Foundation
Opportunity Finance Network
Packer Apartment Corporation
School Sisters of Notre Dame
The Congregation of the Sisters of St. Agnes
The Sisters of St. Dominic – Racine
USDA - Rural Microentrepreneur Assistance Program (RMAP)
USDA - Intermediary Relending Program (IRP)
USDA - Rural Business Enterprise Grant Program (RBEG)
US Small Business Association - Microloan Program
US Bank
US Treasury – CDI Fund
Wisconsin Energy Corporation Foundation
Wisconsin Council on Churches
Wisconsin Department of Transportation
Wisconsin Division of Housing

CAfP
Community Assets for People

For Business Lending
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For Housing Lending
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bbaar@capmail.org

For Auto Lending
contact Cheryl Brit
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cbreit@capmail.org

capservices.org/cafp

Community Assets for People

Building Community Assets

capservices.org/cafp
Investing in People

Housing lending
A growing number of families are housing cost-burdened, paying more than 30% of their income on housing. CAfP offers multiple approaches to address this issue. CAfP has developed and manages over 700 housing units, offering rents designed for people whose incomes fall below the area’s median income. CAfP offers financing opportunities for home purchase — including down payment assistance — and home improvement in the form of long-term, low-interest loans subordinate to the primary lender, helping ensure affordable monthly payments. These not only benefit the homeowner but improve our communities’ housing stock.

In 2016, 30 homeowners accessed loans valued at $277,500 and 38 more homeowners got low-cost financing valued at $745,750 to make their homes safe and decent. CAfP has made 1,518 housing loans since 1991, totaling $19 million. At the close of 2016, CAfP had 947 active housing loans, valued at $8.7 million.

Business coaching & lending
CAfP is committed to growing communities by investing in small business through services focused on low- to moderate-income entrepreneurs.

Start-ups face difficulties accessing financing. The challenges for low-income entrepreneurs are even more significant. CAfP’s pre- and post-loan coaching services include business plan development, marketing and feasibility analyses, and help understanding business financials.

Staff work with prospective borrowers to identify financial products that best meet their needs, including having a bank as a senior lender with CAfP loans bridging the financing gap for new business technical assistance (e.g., business plan development, marketing and feasibility analyses, and help understanding business financials). Staff work with prospective borrowers to identify financial products that best meet their needs, including having a bank as a senior lender with CAfP loans bridging the financing gap for existing businesses.

In 2016, 191 clients accessed 2,453 hours of business coaching services, resulting in the creation of 10 businesses and 39 jobs, and the retention of 45 additional jobs. Business loans totaled $1.3 million in 2016, leveraging an additional $15 million.

Since 1997, 305 businesses were started, and 590 jobs have been created. More than $15 million has been loaned.

Auto lending
Reliable transportation is often the difference between keeping a job and losing a job, particularly in rural areas.

CAfP’s loan products include consumer auto lending, through CAP Services’ Work-n-Wheels Program. Loans are made up to $5,000, at 0% interest. Borrowers must meet income guidelines (150% of poverty, e.g., in 2017 $30,630 for family of three) and pay a small administrative fee.

In 2016, 29 households accessed no-interest loans for the purchase of more reliable vehicles needed to maintain employment.

Since 2009, CAfP has made 200 car loans worth a total of $1.13 million.

Investing in Communities

Community Assets for People LLC (CAfP) was created in 1991 to bring low-cost capital to under-served markets, especially those providing significant benefit to low- and moderate-income people. CAfP provides business, housing and consumer (auto) loans in six primary central Wisconsin counties – Marquette, Portage, Outagamie, Waupaca, Waushara and Wood.

Community Assets for People (CAfP) is a certified community development financial institution (CDFI). CDFIs are private financial institutions dedicated to delivering responsible, affordable lending to help low-income, low-wealth, and other disadvantaged people and communities join the economic mainstream. CDFIs can be profitable but not profit-maximizing. They put community first, not the shareholder.

CAfP, like CDFIs nationwide, is dedicated to delivering responsible, affordable financing to the people and communities we serve.

2016 News
• CAfP continued its process for credit reporting via its membership in the Credit Builders Alliance. This will help build credit histories for many of our consumer auto and primary mortgage borrowers.
• Encourage Community Foundation increased its investment in the loan fund by $500,000 to support economic development in Wood County and neighboring businesses that employ Wood County residents. Loans deployed in 2016 to Wood County businesses totaled nearly $300,000!
The Sisters of Saint Dominic also increased their loan investment by $10,000 in 2016. Some other loan fund investors extended the terms on their investments too.
• CAfP continued to provide loan fund administration services for the Central Wisconsin Economic Development (CWED) Fund bringing more capital to businesses in North Central Wisconsin.
• CAfP provided $749,759 to make their homes safe and decent.

Client demographic data 2011-2015

BORROWER GENDER

<table>
<thead>
<tr>
<th>Gender</th>
<th>Borrowers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female</td>
<td>50%</td>
</tr>
<tr>
<td>Male</td>
<td>50%</td>
</tr>
</tbody>
</table>

BORROWERS BY RACE

<table>
<thead>
<tr>
<th>Race</th>
<th>Borrowers</th>
</tr>
</thead>
<tbody>
<tr>
<td>White</td>
<td>78%</td>
</tr>
<tr>
<td>Black</td>
<td>15%</td>
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<tr>
<td>Hispanic/Latino</td>
<td>4%</td>
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<tr>
<td>Native American</td>
<td>3%</td>
</tr>
<tr>
<td>Asian</td>
<td>2%</td>
</tr>
<tr>
<td>Other</td>
<td>2%</td>
</tr>
</tbody>
</table>

Based on 785 households representing 1,604 people

Community Assets for People (CAfP) is a wholly owned subsidiary of CAP Services, Inc., a private, nonprofit Community Action Agency, offering over two dozen programs in central and eastern Wisconsin designed to transform people and communities to advance social and economic justice.

For purposes of clarity and readability within this report, all loan fund activities have been described as CAfP activities. Please be aware that in some instances (e.g. business technical assistance) activities are more accurately described as CAP Services activities, and in other instances (e.g. credit bureau reporting) activities are more accurately described as joint CAfP/CAP Services activities.