



# Driving Capital. Building Prosperity. Transforming Neighborhoods.

30TH ANNIVERSARY IMPACT REPORT



**Community  
Capital** NEW YORK



## our mission

Community Capital New York is a nonprofit community lender that has revitalized and transformed neighborhoods in the Hudson Valley for over 30 years. Our mission is to foster economic opportunity for under-served individuals and low-wealth communities by providing loans and business training that support entrepreneurs and the creation of affordable homes — so that all people can reach their full potential and contribute to the well-being of our communities.

## gratitude, from our leadership

From the close of our first affordable housing loan in 1990 to over \$42 million invested in the Hudson Valley, we have much to celebrate in our 30th year.

**More than 3,400 safe, affordable homes. Nearly 5,700 jobs. Over 300 small business loans.**

In 2019 alone, we outpaced our goals in the form of loan volume, product expansion and increased staffing. And while much of our work focuses on **driving capital** into hard to reach places, our impact extends far beyond loans. Our programs are **building prosperity** by fostering sustainable business ownership, credit stability and the availability of affordable homes — assets which are **transforming neighborhoods** so all people have the chance to achieve economic and social well-being.

In this anniversary year, we have the opportunity to reflect on our accomplishments, learn from our history and think expansively about our ongoing role as champions for inclusive economic growth. As part of our process we are working with *Harvard Business School Community Partners* to strengthen our core work, scale our impact and develop an even more innovative road map for the next three decades.


We are proud to share this anniversary report. Not only does it showcase our small business clients and how we create affordable homes. It also honors all of our community partners that make it possible for us to pursue this essential work to build thriving and economically-inclusive communities.

**Thank you for being our partner and helping to steward our mission into the next 30 years.**

With deep appreciation,



**WILLIAM M. MERZ, IV**  
Chairman of the Board



**KIM JACOBS**  
President and CEO

**Cover Photo:** Community Capital New York loan client, Andrea Podob, owner of Wares in Beacon, NY



# driving capital

Flexible loans that launch and sustain small businesses, create jobs and increase the supply of affordable homes so everyone can work and live in thriving, diverse communities.

## 2019 milestones

**Historic lending records,** driving over \$4 million to grow small businesses and finance the creation of affordable homes.

**Award of \$1 million in low-cost capital** from New York State to establish a loan fund for businesses in economically distressed areas in Southern Westchester.

**Launch of the SBA Community Advantage program** so we can provide loans with a federally backed guarantee.

## what's brewin' at mimi's coffee house

Mimi Tesfaye is no newcomer to the restaurant business. She has owned and operated award-winning Lalibela since 2010 — a Mount Kisco eatery serving up her native Ethiopian fare. “Back then I used credit cards and help from friends and family to get the doors open, but it was a loan from Community Capital that really took the business to the next level,” recalls Tesfaye.

Fast forward 8 years when Mimi came back to us with her dream to open a coffee house a few doors down from Lalibela. We worked with Mimi to sharpen her business plan, fine tune her marketing strategy and get loan ready so we could fund equipment purchases, leasehold improvements and working capital needs. Mimi's Coffee House opened last year and what a year it has been — *Westchester Magazine* recently named Mimi's Coffee House as one of “The Super Seven Top Picks for County Caffeination.” Go Mimi!

### DIVERSITY

# 75%

of our loans serve people who are low-income, women and/or people of color

### SUSTAINABILITY

# 87%

of our borrowers are still in business **four years** after receiving a loan, compared to the national average of 50%

*“I came here from Ethiopia in 1995 with two five-dollar bills, a backpack and tons of dreams. Not once but twice, Community Capital New York believed in my ideas and helped me realize these dreams. They have been my dreamcatcher.”*


—MIMI TESFAYE, OWNER OF LALIBELA AND MIMI'S COFFEE HOUSE IN MOUNT KISCO

### SUPPORT PROVIDED

Two small business loans, two educational scholarships

### IMPACT

Female entrepreneur of color, six full-time and four part-time jobs created or retained

A photograph of Mimi Tesfaye, a woman with short, curly dark hair, smiling at the camera. She is wearing a grey V-neck sweater over a red top. She is standing behind a dark wooden coffee counter. In the background, there is a coffee grinder filled with dark beans, a bag of Prana Chai Original Blend, and various coffee-making equipment. The background wall is made of grey subway tiles.

Community Capital  
New York loan client,  
Mimi Tesfaye, owner of  
Lalibela and Mimi's Coffee  
House in Mount Kisco, NY



# building prosperity

Financial coaching, credit training and business advisory services to enhance skills and promote long-term economic security.

## 2019 milestones

**Over 50 workshops and training sessions** on access to fair and transparent sources of capital, building credit and getting loan ready.

**Creation of *Analyze & Advance***, a collaboration with The Acceleration Project, to better assess the training needs of our clients.

**Second annual bi-lingual “pop-up” legal clinic**, in partnership with Martin, LLP and Fordham Law’s Entrepreneurial Law Clinic.

## elevating hispanic entrepreneurship

Community Capital New York’s signature Spanish language SCALE program recently graduated its largest class ever! A cohort of 20 students attended the free, nine-week program designed to meet the unique needs of Hispanic entrepreneurs. “Cultural challenges such as lack of credit, developing marketing strategies that reach beyond the Hispanic community and confusion about U.S. legal and regulatory practices affect business outcomes for so many of our Hispanic and Latino clients,” notes Julieta McPherson, our VP of Business Advancement.

Through Spanish language coursework and individual counseling, the grads improved business competencies and developed Growth Plans to help make operational shifts and realize their growth potential. Since the program launched in 2016, over 75 Hispanic business owners have graduated from SCALE. An astounding 90% of the alums also remain active participants in quarterly Staying Connected sessions that offer continued networking, skills training, and when they’re ready, access to capital.

# 1,000+

entrepreneurs receive critical business, financial management and credit training each year

# 6,000+

hours of business advisory services delivered annually in seven counties in the Hudson Valley

*“At Community Capital, I found the bilingual support I needed. My instructor Julieta is always there to keep me focused on the action plan, teach me new skills and help me take the next steps.”*

—VIVIANA KAFFURY, OWNER OF KAFFURY DESIGNS, SCALE 2016 GRADUATE

### SUPPORT PROVIDED

Spanish language business training, over 160 hours of individual counseling annually, access to capital

### IMPACT

Business training for more than 75 Hispanic entrepreneurs, 19 credit builder and/or small business loans



Community Capital New York loan client and SCALE graduate, Viviana Kaffury, owner of Kaffury Designs (right) and Julieta McPherson, VP of Business Advancement at Community Capital (left)



# transforming neighborhoods

Innovative programs and collaborations that leverage the collective efforts and resources of community partners to foster healthy communities.

## 2019 milestones

**Collaboration with PathStone, St. Luke's Hospital and TD Bank** to support the Hospital's employer assisted housing initiative in Newburgh.

**Board members of Element 46**, Westchester County's newest start-up incubator helping 12 small businesses launch and grow.

**Fostering Hispanic Entrepreneurship** through leadership roles on Westchester's *Hispanic Advisory Board* and Beacon's *Comite Mi Gente*.

## the newburgh housing remediation fund

Safe, affordable housing is a basic building block of a healthy neighborhood. So when the City of Newburgh took stock of its approximate 700 vacant properties and learned that lead and asbestos contamination was the biggest barrier to redevelopment, our CEO, Kim Jacobs had the innovative idea to establish a public-private collaboration to combat blight, eradicate unsafe homes and spur revitalization in the City of Newburgh.

Anchor funding from JPMorgan Chase catalyzed additional support from local banks and foundations so the partnership could establish a feasibility loan and a remediation grant fund. With nearly \$200,000 invested, the initiative helped close the financing gap on key strategic properties that were deemed critical to community impact or whole block revitalization in the City of Newburgh.

### SUPPORT PROVIDED

**\$200,000** in feasibility loans and remediation grants

### IMPACT

**Abatement of 21 units of safe, affordable homes for 40 Newburgh residents and revitalization of the historic Ritz Theater**

# \$20 million+

in annual local property taxes and other revenue generated by our community lending

# half a billion+

dollars in additional public and private capital leveraged by the projects we have financed

*“We were thrilled to receive support through Community Capital’s Lead and Asbestos Remediation Fund to further the redevelopment of our historic Ritz Theater. The early stage capital allowed us to move forward with asbestos abatement on the theater roof and begin the stabilization of this historic gem and cultural, social and economic anchor in Newburgh’s downtown revitalization.”*

—LISA SILVERSTONE, EXECUTIVE DIRECTOR, SAFE HARBORS OF THE HUDSON, OWNERS AND MANAGERS OF THE RITZ THEATER

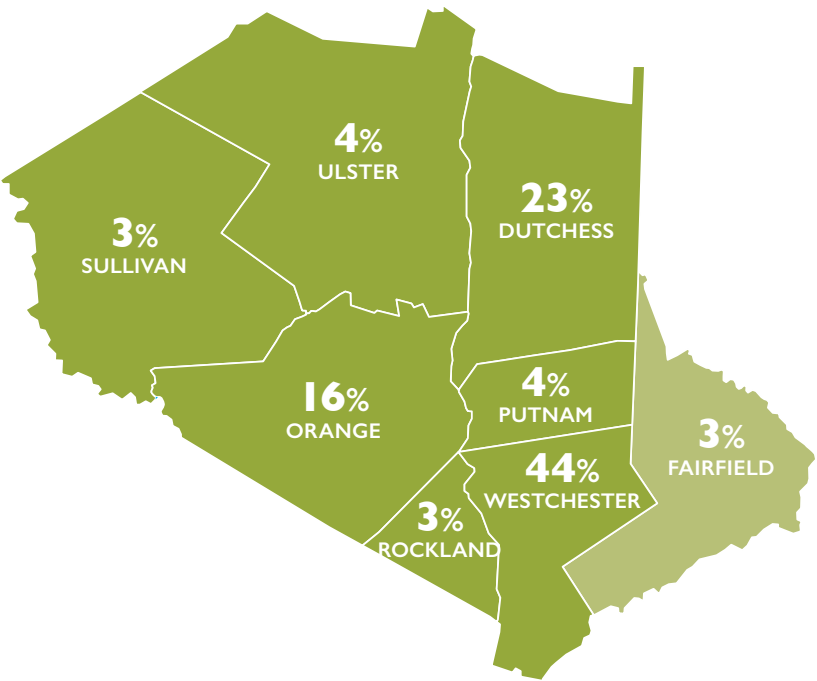


The Ritz Theater,  
111 Broadway,  
Newburgh, NY

# the communities we serve

# 30 years by the numbers

## current distribution of clients



## average loan

**\$33,900**

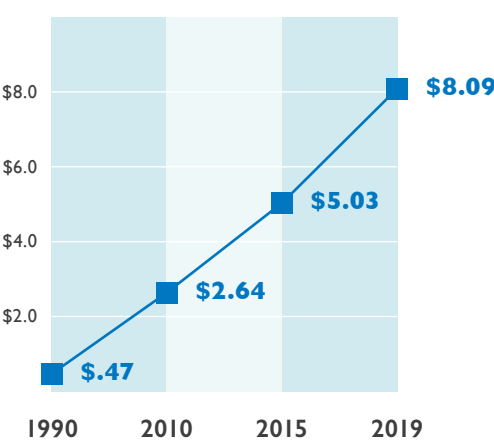
average size of our business loans

**\$75,900**

average size of our housing loans

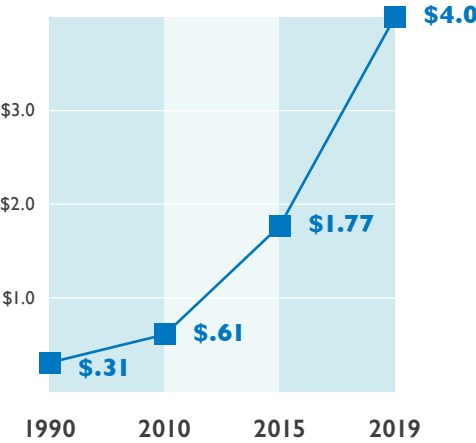
## growth in assets

(in millions)

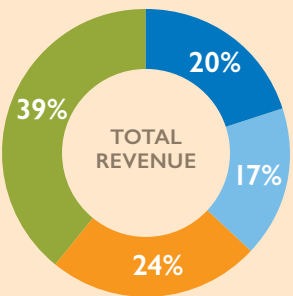


## growth in lending

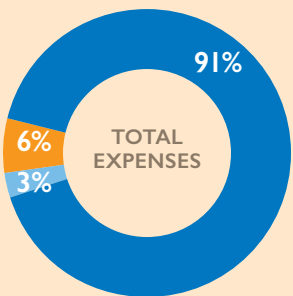
(in millions)



## 2019 revenue & expenses



**\$1.40 million**



**\$1.39 million**

## cumulative impact data

**\$42 million**

invested to increase the supply of affordable homes and foster small business growth

**3,400+**

safe, affordable homes built, preserved or enhanced

**8,800+**

people in safe, affordable homes who earn 80% or less than the area's median income

**300+**

small business loans and credit builder products provided

**5,700+**

jobs created or retained as a result of our community investments

**2.8%**

net charge-offs. We have invested well!

## board of directors

**William M. Merz IV, Chairman**  
The Westchester Bank

**Lee Lasberg, Vice Chairman**  
Lasberg Construction Associates Inc.

**Yvette Wynn, Secretary**  
Morgan Stanley Private Bank, N.A.

**Richard Hecht, Treasurer**  
Audubon Consulting Group LLC

**Neil Alexander**  
Cuddy & Feder LLP

**Maria Bronzi**  
Altium Wealth Management

**Kate Conlan**  
Community Volunteer

**Jean-Rene Gougelet**  
Casabella Holdings LLC

**Robert M. Greene**  
Entrepreneur

**Bruce Kaminstein**  
Casabella Holdings LLC

**Teresa Jankovic**  
Independent Consultant

**Amanda Kelso**  
TD Bank

**Vladimer Ortega**  
Sterling National Bank

**Edward Quinn**  
Morgan Stanley Private Bank, N.A.

**Gregory Richards**  
Well Fargo Bank, N.A.

**Paul Weisenfeld**  
Legg Mason

**Kim Jacobs, President and CEO**

## funding partners

Apple Bank

Capital One

The Dominican Sisters of Hope

Empire State Development Corporation

HG Realtor Foundation

HSBC Bank, USA

JPMorgan Chase

KeyBank

The M&T Charitable Foundation

Morgan Stanley Global Sustainable Finance

People's United Community Foundation

The Robert W. Wilson Charitable Trust

Signature Bank

Sterling Bank Charitable Foundation

TD Bank

TD Bank Charitable Foundation

Tompkins Mahopac Bank

U.S. Economic Development Administration

U.S. Small Business Administration

U.S. Treasury CDFI Fund

Webster Bank

Wells Fargo

The Westchester Bank

Westchester County

*Community Capital New York is grateful for the generous contributions we receive each year from individual supporters just like you.*

*Your contributions are directly invested in the most important capital of all — people.*



44 Executive Blvd, Suite 203  
Elmsford, NY 10523  
[www.communitycapitalny.org](http://www.communitycapitalny.org)  
914.747.8020

Community Capital New York is a 501(c)3 organization certified by the Community Development Financial Institutions Fund of the U.S. Department of the Treasury and the U.S. Small Business Administration.