



**CONNECTING CAPITAL
to COMMUNITIES**

Dear Neighbor,

2018 has been an exciting year of growth for Community Capital. We invested a record \$3.25 million to build and preserve affordable homes and propel small businesses in our local neighborhoods.

But we did more than lend money; we also provided an unprecedented 5,300 hours of free guidance, educational support and structured coursework to nearly 1,000 low income, women and minority entrepreneurs.

We know our approach works. The combination of loans paired with business education programs has allowed Community Capital's clients to report a four-year business survival rate of 87% compared to the national average of 50%.

Challenges remain. While we are incredibly proud of these outcomes, we also know that the barriers to economic well-being are more prevalent than ever. Throughout the Hudson Valley, communities face a growing shortage of affordable homes *and* so many of our hardworking small business owners continue to lack access to the resources needed to succeed, create jobs and revitalize our Main Streets.

We need your help. Community Capital relies on donors like you so we can connect financial *and* human capital to our communities. Individual contributions help us fund outreach, deliver customized business advisory services and develop newer, even more flexible loan products for some of our most vulnerable populations.

In 2019 Community Capital will celebrate its 30th Anniversary—a chance to mark our accomplishments and also plant seeds for the next three decades.

Be our partner. Help change lives. Invest in the communities where we live.

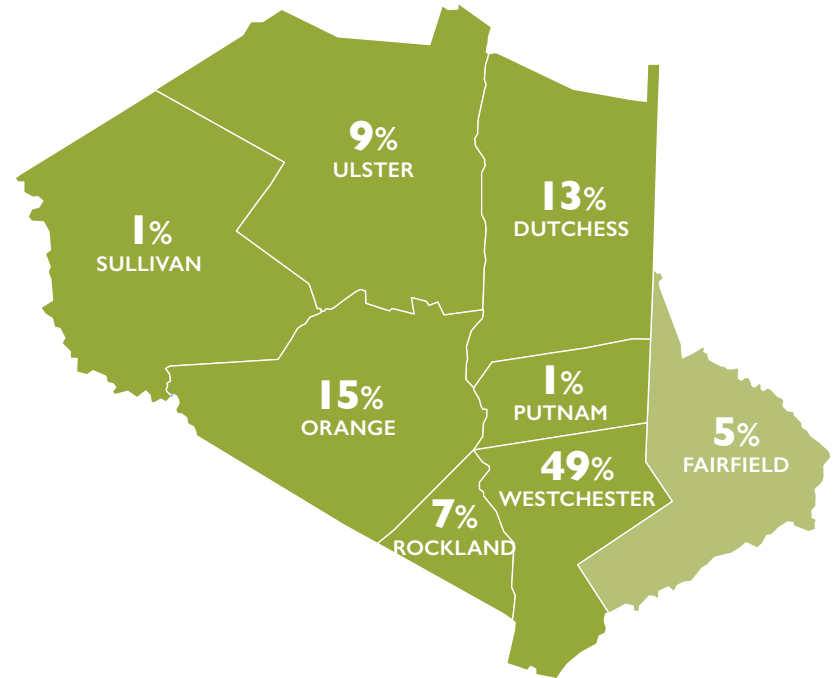
This holiday season and always, we thank you for your generosity.

William M. Merz, IV, *Chairman of the Board*
Kim Jacobs, *President and CEO*

Cover: Community Capital loan clients Eugenia Zacarias and Elder Ramirez, co-owners of Elder's Auto Spa in Chappaqua, NY

OUR CLIENTS ARE YOUR NEIGHBORS

THIS GIVING SEASON, HELP US STRENGTHEN
THE COMMUNITIES WE LIVE IN



Current Distribution of Clients

HOW YOUR PARTNERSHIP HELPS



INVEST

Small business loans
Financing for affordable
housing developments



SUPPORT

Business training programs
One-on-one consulting
Financial coaching



ACHIEVE

Sustainable business results
Job creation
Increased tax revenues

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SMILE A WHILE
THERAPY SERVICES

When we met Joanne Oates, her goal was to open her own occupational therapy practice so kids and their families could have access to a professional, pediatric OT facility in their neighborhood. “Mt. Vernon parents have to travel significant distances to find state of the art therapy centers for their children,” says Oates. Funding from Community Capital helped this start-up renovate, purchase equipment and open its doors last year. Today, Smile A While’s client base is growing and services also include speech and physical therapy for children with sensory issues.

“I could never have opened my business without Community Capital. Besides a loan, their ongoing guidance connects me to a network of professionals who are helping me grow Smile a While.”
JOANNE OATES



SUPPORT PROVIDED: Business loan, educational scholarships, access to legal assistance
IMPACT: Minority- and woman-owned business, urban neighborhood revitalization, two full-time jobs created

ANTIOCH HOMES

Project partners gathered to celebrate the completion of 12 new affordable apartments in Bedford Hills. The site had been the former home of Antioch Baptist Church, but when the congregation grew and moved to a larger facility, the Church formed a public, private and nonprofit collaboration to redevelop the property and build affordable homes for local residents. Community Capital provided the initial predevelopment loan that ultimately catalyzed an additional \$2.2 million in local, county, state and other nonprofit development financing.

“We are grateful to Community Capital and the dedication of all our funding partners. This project enhances the Bedford Hills neighborhood and will provide new, affordable homes to families for many years to come.”
MARION BLOUNT, PRESIDENT OF ANTIOCH HOMES HDFC

SUPPORT PROVIDED: \$110,000 predevelopment loan

IMPACT: 12 new affordable rental apartments for 20-30 residents who earn 50% or less of area median income



KAFFURY DESIGNS


Columbian born Viviana Kaffury moved to the US in 2004, excited to begin a new life and launch her own marketing and communications firm for Latino businesses. But with a language barrier, limited financial resources and few trusted advisors, getting started wasn’t easy. She wisely invested her time and enrolled in Community Capital’s free Spanish language SCALE training program. Afterwards, Community Capital continued coaching Viviana to strengthen her strategy and her credit so she could qualify for a loan to purchase state of the art digital equipment and grow her business.

“At Community Capital, I found the bi-lingual 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


SUPPORT PROVIDED: Spanish language SCALE graduate, educational scholarship and 2 business loans
IMPACT: Minority- and woman-owned business, urban neighborhood revitalization, one full-time job created




IN 2018




\$3.25 MILLION
in loans



5,300+ HOURS
of business training
and coaching




\$10+ MILLION
in tax revenues




75% OF CLIENTS
are low income,
women- or minority
owned businesses


OVER THE PAST 29 YEARS




\$20.77 MILLION
in loans



3,100 UNITS
of affordable
housing created



4,500+ JOBS
created/retained



8,300 RESIDENTS
in safe, affordable
homes

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

Your contributions help us invest in the most important capital of all—*people*.

FUNDING PARTNERS

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Empire State Development Corporation
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HG Realtor Foundation
JPMorgan Chase
The M&T Charitable Foundation
Morgan Stanley Global Sustainable Finance
Orange County IDA
Sterling Bank Charitable Foundation
The Robert W. Wilson Charitable Trust
TD Bank Charitable Foundation
U.S. Economic Development Administration
U.S. Small Business Administration
Webster Bank
Wells Fargo
The Westchester Bank
Westchester County

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