



VIRGINIA COMMUNITY CAPITAL Virginia First Cities 11/19/19

Leah Fremouw and Joseph Barnes

VCC is a Community Development Financial Institution (CDFI)

- Certified by the US Treasury Department as a CDFI
- Primary mission of promoting community development
- Target market: low-moderate income people/communities in Virginia
- Provide financing and development services directly and through VCC Bank

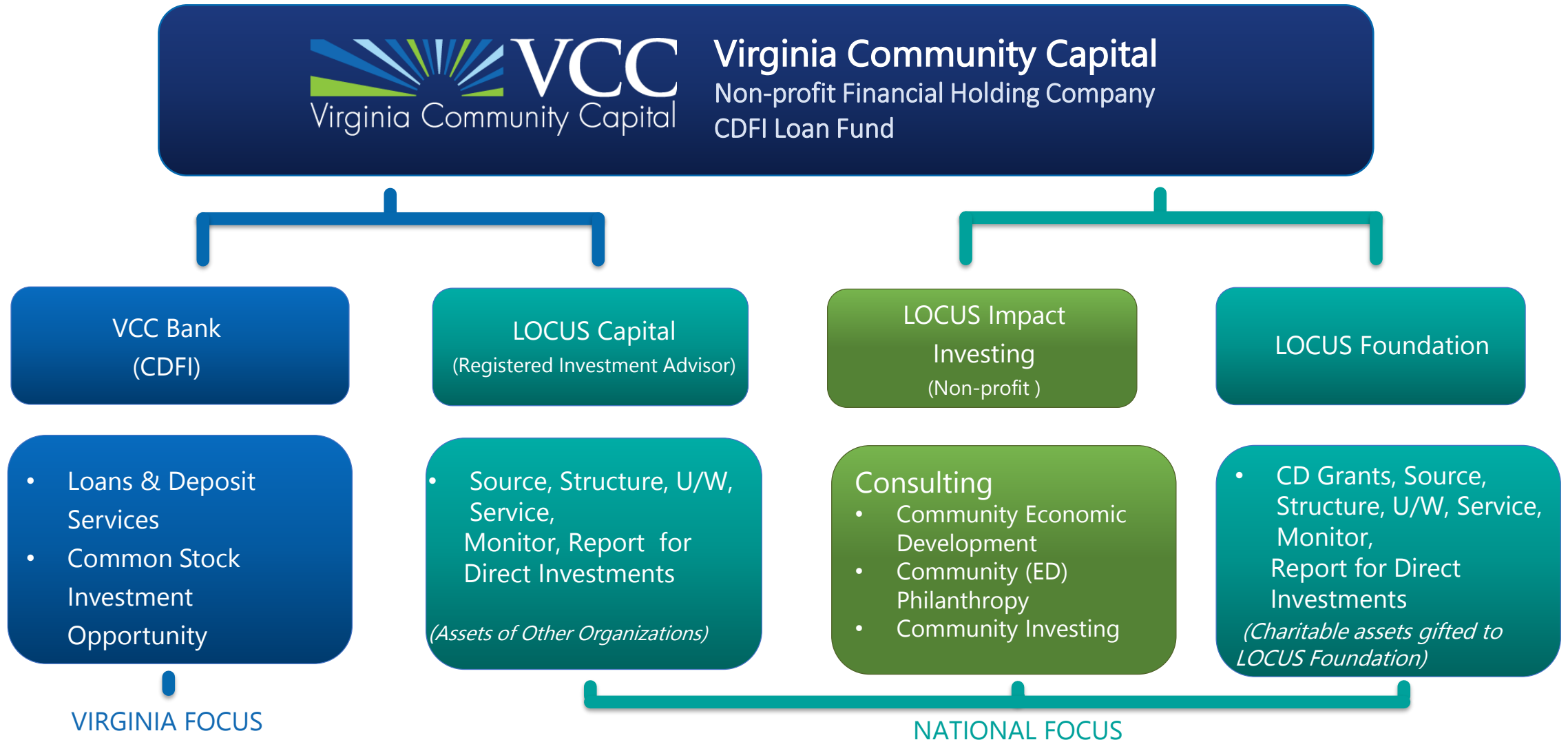
*VCC Bank is a subsidiary of Virginia Community Capital (also a CDFI)



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Our Business: Corporate Structure



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VCC'S History



2006

Former Governor Mark Warner privatized \$15M in state loan funds to seed VCC



2008

VCC Bank opened as a state-chartered, Federal Reserve, FDIC insured member-bank



2017

VCC acquired the Center for Rural Entrepreneurship and together created LOCUS Impact Investing



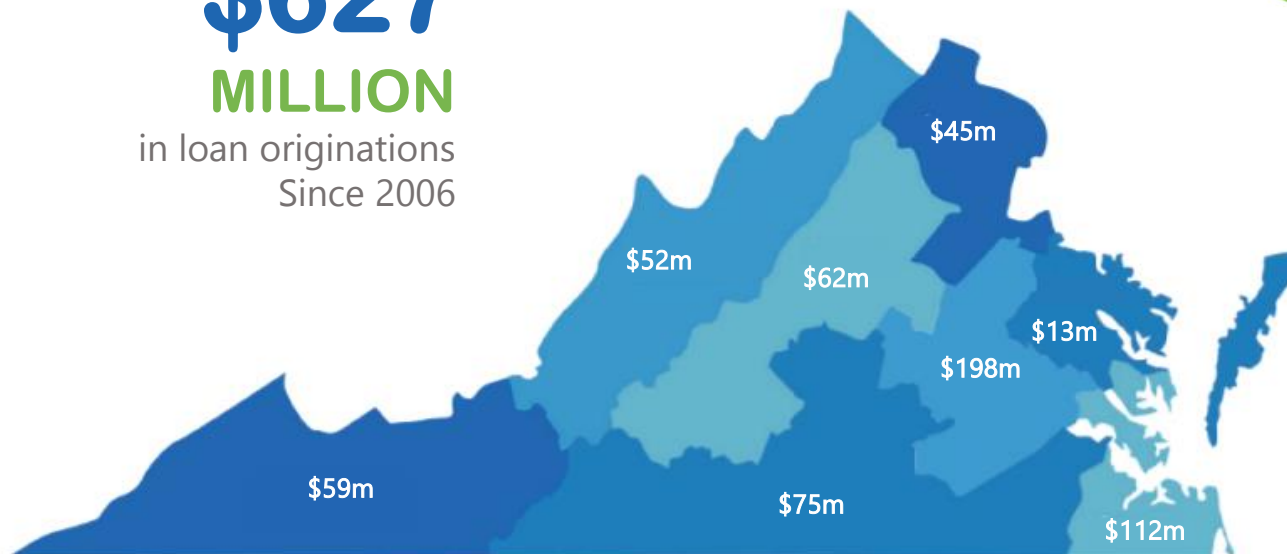
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Social Impact as of 09/30/2019

**\$1.7
BILLION**
IN TOTAL IMPACT

**\$627
MILLION**
in loan originations
Since 2006



890

TOTAL PROJECTS
FINANCED

7,913

JOBS CREATED &
RETAINED

9,121

HOUSING UNITS
FINANCED

28,746

TOTAL ADVISORY
SERVICE HOURS

22

TOTAL LOANS
ADDRESSING
FOOD ACCESS

19

TOTAL LOANS
ADDRESSING
HEALTH CARE

13,717

MWh OF CLEAN
ENERGY
PRODUCED

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Consolidated Financial Overview

*through September 30, 2019

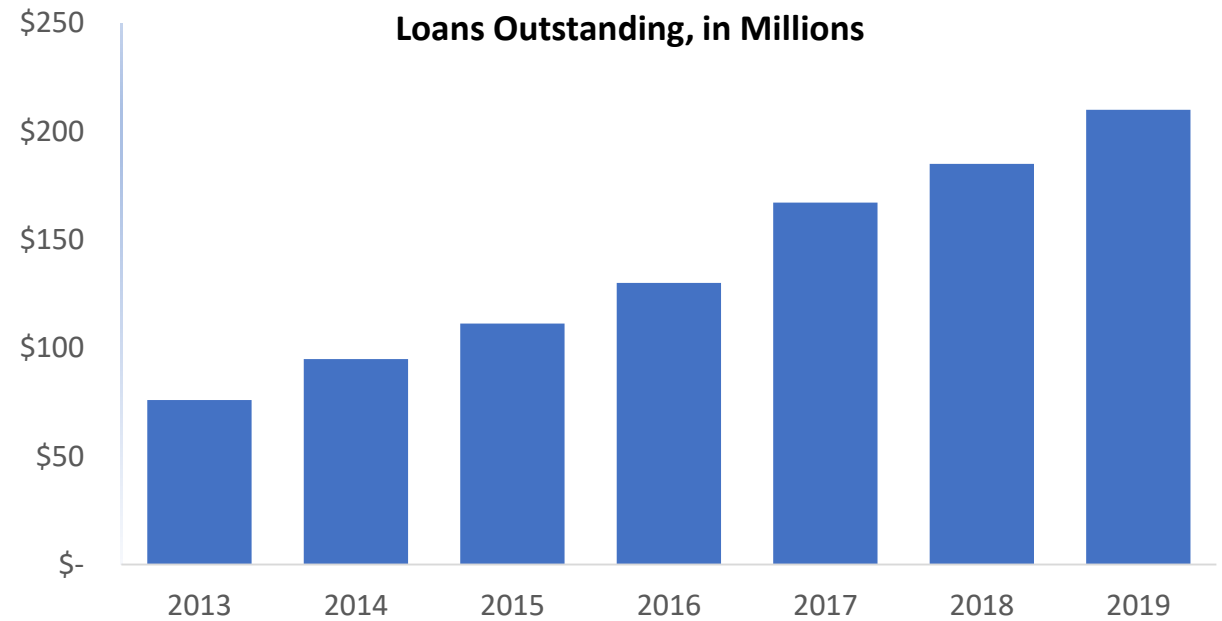
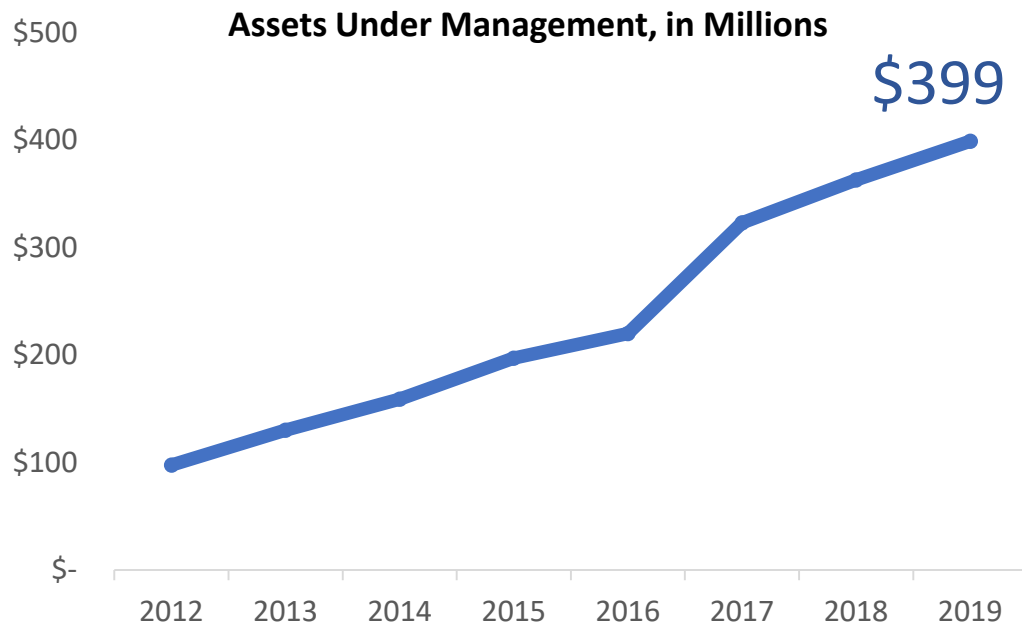
\$13.7
MILLION

Total net
income over
14 years*

13 YEARS*
PROFITABLE

102%
GROWTH

In equity
since
inception



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Products and Services (VCC and VCC Bank)



Lending

- Real Estate
- Affordable Housing
- Small Business
- Healthy Food
- Clean Energy



Investing

- Deposits
- Grants
- Stock
- Program Related Investments



Advisory Services

- Collaborative Leadership
- Business Development
- Technical Services



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Real Estate Lending



- Low Income Housing Tax Credit Bridge Loans
- Historic Preservation/Historic Tax Credits Bridge Loans



- Construction Loans



- Mini-perm Real Estate Loans
- Multi-Use Development



- Acquisition and Refinance
- Commercial Real Estate

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Small Business Lending



- Business acquisition



- Debt refinancing



- Equipment financing

- Owner-occupied real estate

- Working capital lines of credit

- SBA 7(a), SBA Express, SBA 504



- Solar Loans



- USDA Loans

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Housing Catalyst Loan Fund



In 52 of Virginia's counties and cities, housing costs are unaffordable to over 30% of families.

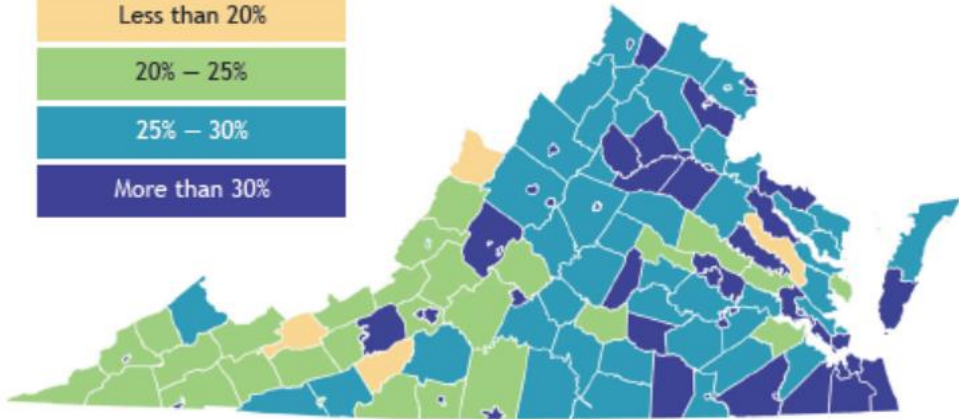
% Households with housing cost burden

Less than 20%

20% – 25%

25% – 30%

More than 30%



Source: 2011-2015 American Community Survey

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Virginia Fresh Food Loan Fund

- 1.7 Million Virginians live in communities with limited supermarket access
- 480,000 of these individuals are children



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Advisory Services

PARTNERSHIP



INNOVATION



EXPERTISE



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Overview: Community Programs in Key Regions

STATEWIDE

- Virginia Fresh Food Loan Fund
- Resilient Community Loan Fund

VALLEY

- Alleghany Highlands Loan Project
- Small Business
- Commercial Real Estate
- Community Development
- Capacity Building/Technical Assistance

SOUTHWEST

- New Economy Loan Fund
- Small Business
- Commercial Real Estate
- Community Development
- Capacity Building/Technical Assistance

CENTRAL

- Solar and Clean Energy

EASTERN

- Capacity Building

RICHMOND

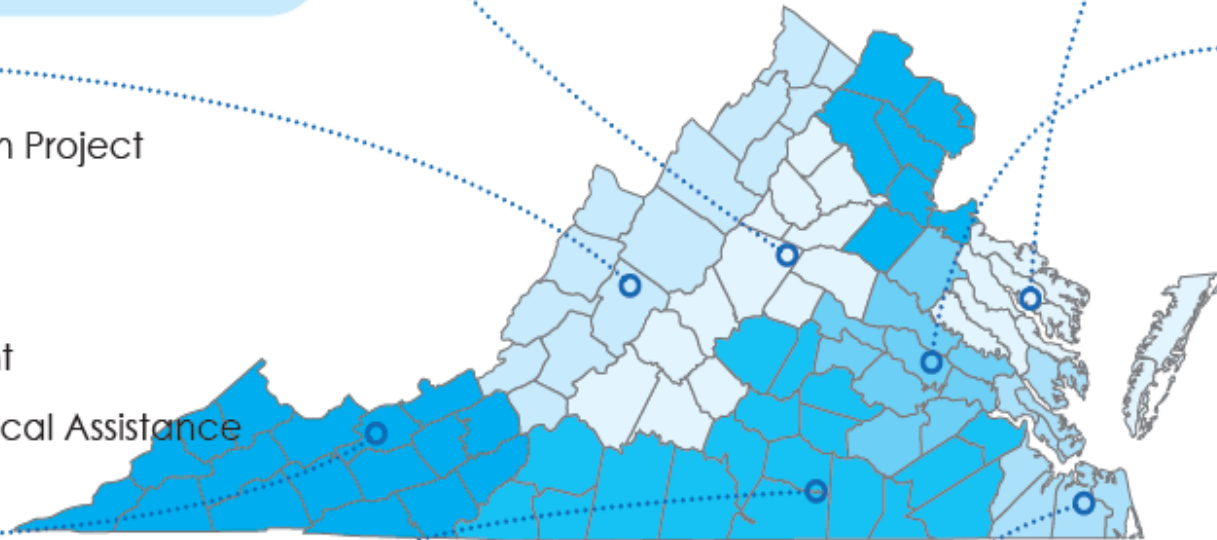
- Brookland Park Loan Fund
- Small Business
- Commercial Real Estate
- Community Development
- Capacity Building/Technical Assistance
- Commercial Real estate

SOUTHERN

- Capacity Building

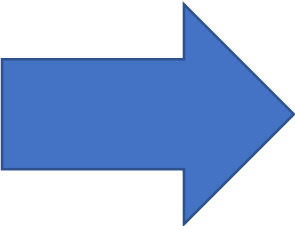
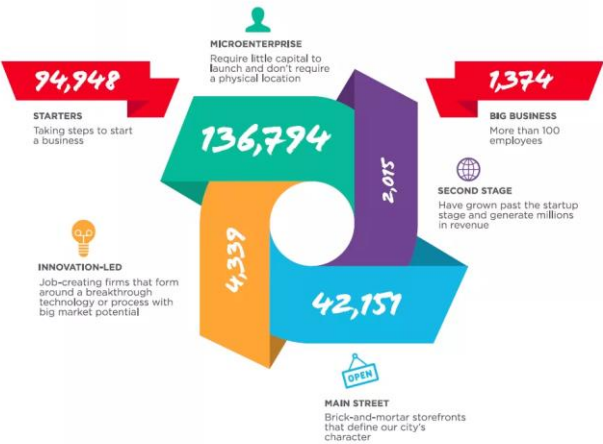
HAMPTON ROADS

- Capacity Building
- Commercial Real Estate
- Community Development
- Small Business



Local Solutions:

+ IT TAKES ALL TYPES OF ENTREPRENEURS TO SUSTAIN A VIBRANT ECONOMY.



LEVERAGING CAPITAL



OPPORTUNITY ZONE STRATEGY



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THANK YOU!