



In 1984, Trillium facilitated our clients' first community impact investment to a community loan fund that helped low-income residents of a manufactured home park form a cooperative and buy the park from their landlord.

Since then, Trillium has helped our clients make community impact investments domestically and on five continents. These investments are typically directed to domestic and international non-profit loan funds as well as community development banks and credit unions that help provide a flow of capital to historically under-served sectors of society. We are proud to be one of only a few active investment management firms that are a part of the Social Investment Forum's "1% in Community" campaign.

Community impact investing provides our clients with the opportunity to support community economic development, revitalization, growth, and sustainability. Many investors choose to allocate a portion of their overall portfolio holdings to this high social impact asset class. Community investments are customized for each client, and can be targeted both geographically and by area of interest. These areas include:

- Sustainable Agriculture
- Low Income Housing
- Job Creation and Retention
- Native American Community Development
- Financial Services as an Alternative to Predatory Pay-Day Lenders
- Community Economic Development
- International Development
- Environmental Sustainability
- Childcare

Trillium helps our clients participate in community impact investing by facilitating selection and administration of investments primarily with two types of vehicles: certificates of deposit and promissory notes.

#### CERTIFICATES OF DEPOSIT

*Federally insured*  
*Choice of market rate or below*  
*Minimum two year term*  
*Choice from a variety of community banks/credit unions*  
*Choice of CD based on geography and/or issues*

#### PROMISSORY NOTES

*.5% to 3% interest rate*  
*Minimum two year term*  
*Choice from a variety of community loan funds*  
*Choice of organization based on geography and/or issues*

These investments provide much needed capital to help finance a wide range of products and services, including responsible mortgage financing and re-financing for homeowners, financing for needed community facilities, commercial loans and investments to start or expand small business, loans to rehabilitate rental housing, and financial services needed by low-income households and local businesses.

In addition, community development banks, credit unions, and loan funds provide services — such as technical assistance to small businesses and credit counseling — that help ensure that credit is used effectively.

#### VERMONT COMMUNITY LOAN FUND Montpelier, VT

In 1987, a group of investors in central Vermont launched a loan fund to support the development of affordable housing in the state. The Vermont Community Loan Fund (VCLF) made its first loan the following year, providing \$5,075 to the Brattleboro Area Community Land Trust. In time, the organization expanded its scope to include community facilities and small business lending. Today, with \$19.8 million in assets, VCLF is a valuable resource for the development of successful businesses and strong communities throughout Vermont.

#### SUCCESS STORY

High Mowing Seeds, a successful family-owned organic seed company, needed capital to add new staff. They also needed a lender who would appreciate that their very seasonal business produced an irregular cash flow. They found both at VCLF. A \$250,000 loan — with a repayment schedule tailored to their cash flow — enabled the company to hire 15 full-time employees.



"High Mowing Seeds is committed to preserving Vermont's agricultural values while growing their business responsibly. They're a great example of how our flexible financing can help businesses and communities succeed."

—Will Belongia,  
Executive Director, VCLF

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# Community Impact Investments

While each investment poses unique risks, promissory notes issued by loan funds and non-profit organizations generally pose special risks by their nature. Typically, they involve an uncollateralized and uninsured promise to pay. The issuer's only obligation is to repay the principal at maturity with interest payable at stated times. The promissory notes are not securities registered with the Securities and Exchange Commission.

## COMMUNITY IMPACT INVESTMENTS (partial listing)

Name	Type	Geography	Borrower / Community Impact
<b>Accion International</b>	Loan Fund	International	Creating microbanks, training for microentrepreneurs
<b>Boston Community Loan Fund</b>	Loan Fund	MA	Affordable housing, housing development, community development
<b>Chicago Community Loan Fund</b>	Loan Fund	IL	Free or low-cost technical assistance to CDCs, affordable housing, community development
<b>Coastal Enterprises</b>	Loan Fund	ME, NY	Low-cost technical assistance to small Business, affordable housing, community development
<b>Cooperative Fund of New England</b>	Loan Fund	New England, NY	Local, socially conscious business
<b>First Nations Oweesta Corporation</b>	Loan Fund	Native American Community, including AK & HI	Assists with technical assistance, training, community development, investments and loans
<b>Hope Community Credit Union</b>	Credit Union	Gulf Coast of U.S.	Business development and neighborhood revitalization programs
<b>Institute for Community Economics</b>	Loan Fund	U.S. with concentration in New England	Affordable housing, housing development, community development
<b>Lakota Fund</b>	Loan Fund	Pine Ridge Reservation, SD	Micro-enterprise to Native American population
<b>Mercy Loan Fund</b>	Loan Fund	U.S.	Affordable housing, housing development
<b>Root Capital</b>	Loan Fund	Latin America	Small-scale rural producers (e.g., family farmers & small-scale fishermen)
<b>Self-Help Credit Union</b>	Credit Union	U.S. with branches in NC	Reaches underserved by conventional lenders – particularly minorities, women, rural residents, and low-wealth families.
<b>Shared Interest</b>	Loan Fund	South Africa	Supports credit for communities marginalized by apartheid.
<b>Vermont Community Loan Fund</b>	Loan Fund	VT	Affordable housing, community facilities, small and microbusiness

Above is a list of CD's and Promissory Notes that are subject to the risks described earlier. The list does not represent a complete list nor does it represent a recommendation to buy or sell these investments.

## HOMEWISE

### Santa Fe and Albuquerque, NM

Homewise has been providing opportunities for low and moderate income families to enjoy financially secure homeownership since 1986. Homewise does this by providing homebuyer education, financing and refinancing for affordable homeownership, building new energy saving homes to increase the availability of affordable homes, and maintaining the existing housing stock through energy conserving home improvement loans. Homewise is the leader in affordable homeownership lending in the state of New Mexico.

## SUCCESS STORY

As a single mom of a two year old, being close to family is priceless. Understanding how to become a financially secure homeowner is also



priceless. Through homebuyer education, one-on-one financial counseling, down payment assistance and an affordable, secure 30 year fixed mortgage, Homewise provides the opportunity for fulfilling the American dream of homeownership to those for whom it may seem impossible or only happening in the distant future.

"I thought I was going to have to move away from my family because I couldn't afford to purchase a home in Santa Fe. And, everyone was telling me what a difficult and scary process it was to buy a home. My experience with Homewise was completely the opposite. Now I own my own home I know can afford and know I can enjoy watching Gus grow up in the community I love."

—Amanda Crocker, Homeowner

Member Profiles and Success Stories provided by Opportunity Finance Network