

Lending Power for Living Well



**Community
Investment
Corporation™**



2014 Annual Report

A Letter from the President, *Mark Cousineau*



2014 was a year of leveraging CIC's SBA expertise to create new opportunities for our portfolio of small business clients in Connecticut and Rhode Island.

One of the challenges we have always faced has been a lack of "in-house" follow-up funding for our clients. Some businesses struggled because they were not quite ready to transition to traditional bank financing, and we did not have loan programs to provide support for their growth.



CIC funded many start-ups in 2014 with our successful MicroLoan Program. When those businesses needed additional funding for growth, however, we were limited in funding resources. We solved this problem through our participation in the SBA Community Advantage Loan Program. This new program marks the beginning of a more full-service Community Investment Corporation, as our Lending Power™ increases from \$50,000 to \$300,000 for requests outside our SBA 504 Loan Program.

The run of CIC's sister corporation, Technology Investment Fund, Incorporated (TIF), came to an end in 2014 without fanfare, due, in part, to a similar funding gap problem we were not able to resolve. The company, whose territory was never bigger than the City of New Haven, quietly went about the business of "near equity lending" for over 25 years. In that time, it leveraged over \$40 Million of partner and owner investment, while its portfolio companies created more than 460 jobs. While the end of TIF was unfortunate, we are pleased that the addition of the Community Advantage Program eliminates the funding gap for our MicroLoan borrowers.

Thank you all, again, for your ongoing support of CIC. I hope you find the addition of the Community Advantage Program a benefit to you and your clients. CIC will continue to strive to be a strong partner as we work together to meet the financing needs of the small business community.

Financial Performance

	SBA 504			MicroLoan			EDA/DECD		
	2012	2013	2014	2012	2013	2014	2012	2013	2014
Jobs Created	307	302	183	60	49	39	119	117	97
Loans Closed	52	50	33	15	13	14	36	24	18
Total Funded	\$21,000,000	\$20,000,000	\$14,415,330	\$563,000	\$366,000	\$422,240	\$4,100,000	\$3,200,000	\$1,912,767

Welcome to Rhode Island!

Treat Your Feet at Sandie's Boutique

Westerly, RI | \$50,000 MicroLoan

There are great advantages to partnering with CIC when it comes time for a small business loan. CIC provides MicroLoan borrowers with complimentary financial guidance and business consulting support throughout the life of the loan. This service is a powerful tool in helping to ensure the long-term success of the business, and it's something quick loan companies cannot match. Now, Rhode Island small business owners are taking advantage of the opportunity.

Sandie Andaloro, of Treat Your Feet at Sandie's Boutique in Westerly, RI, is the first business owner to take advantage of the CIC MicroLoan program in Rhode Island. Treat Your Feet is an upscale family shoe store offering high quality shoes. Sandra purchased the existing business from a previous owner and invested in new inventory with a \$50,000 MicroLoan and a companion line of credit from Westerly Community Credit Union.

**Westerly
Community**
Credit Union



Expanded Lending Power



Loan Programs that Support Economic Growth in Connecticut and Rhode Island

For companies starting up or expanding, we have the financing and guidance to make it happen. CIC has loan programs for just about any business need, from real estate purchases to inventory, marketing services, and more. All of our loan programs come with the insightful consulting support you have come to expect from Community Investment Corporation:

the thought leader in SBA lending!

NEW! Community Advantage Loans - Up to \$250,000

Community Advantage (CA) is an exciting new SBA lending program designed to meet the financing needs of existing small businesses in underserved communities as well as start-up businesses located anywhere in CT or RI. CA borrowers are not quite ready for traditional financing for a variety of reasons, but have the character and experience needed to be successful. This program focuses on targeted census tracts and start-up businesses, but can also be used for existing businesses needing funding up to \$250,000. A CA loan can be used to finance working capital needs, inventory, machinery, equipment, and real estate.

The following is an overview of other major loan programs:

MicroNOW Loans - Up to \$7,500

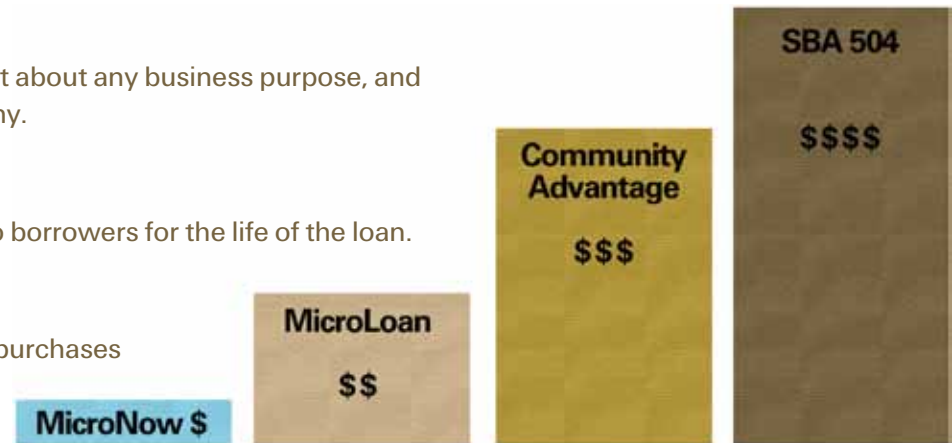
In business for more than a year? These quick and easy loans are great for just about any business purpose, and allow you to preserve your cash while investing in the growth of your company.

MicroLoans - Up to \$50,000

CIC MicroLoans are easy, flexible, and offer FREE BUSINESS CONSULTING to borrowers for the life of the loan.

SBA 504 Loans - Up to \$5 Million

For larger real estate purchases, including ground-up construction and large purchases of equipment or machinery, the 10% down option with a 504 loan makes it a very valuable financing tool for business owners.



Did You Know?

CIC was incorporated in 1973 as New Haven Community Investment Corporation and was located within New Haven City Hall until 1994.

Expertise in SBA Loan Programs

Forging New Lending Opportunities

"I want to congratulate CIC on becoming a Community Advantage lender and welcome them into the program. Community Advantage is an enormous opportunity for entrepreneurs located in underserved areas to access the capital they need to start or grow their businesses and to create jobs."

- Seth Goodall, SBA New England Regional Administrator



Seth Goodall (left), with Mark Cousineau signing the Community Advantage participation agreement.

The People Power Behind the Programs

Underwriting Power



Diana Meyer, who oversees all credit functions for CIC, received her formal credit training from NationsBank of Atlanta. Diana, a skilled underwriter with both national

and international level experience, brings a thoughtful balance to the underwriting process at CIC by giving careful consideration to *all* aspects of a loan application.

Closing Power



Debbie Maiorana has over 25 years experience in residential and commercial lending. She has underwritten, processed, serviced, and closed loans

for many companies, including American Residential Mortgage and Chase Mortgage Services. Her 360 degrees of experience provides a seamless process from approval to closing.

Servicing Power



A multilingual financial professional, Rosa Rubbo is fluent in Spanish, Italian and Portuguese. She brings over 25 years of experience in financial analysis and assessment, business development and technical consulting.

Rosa began her career with CIC in underwriting and loan servicing. Her hard work and dedication to CIC's mission have advanced her to Manager of our Servicing and Liquidation Department.

Did You Know? The 12 full-time employees at CIC have been with the company for a combined total of 83 years.

Lending Power for Living Well

Cromwell Dental

Cromwell, CT | \$2,006,000 SBA 504 Loan
Funded 2010

When Cromwell Dental sought financing to purchase land in Cromwell and build a new dental office, Dr. Robert Breault, DMD, who purchased the practice in 2002, partnered with Citizens Bank and CIC to get the project financed. Dr. Breault, a graduate of the University of Connecticut School of Dental Medicine, moved the practice from a leased location less than two miles away from the new building.



Cromwell Dental constructed a 5,895 square foot medical office building that features a fireplace and beautiful architectural details to help patients relax. The open space layout of the interior is designed to maximize workflow efficiency and to help anxious patients feel more comfortable.

Cromwell Dental constructed a 5,895 square foot medical office building that features a fireplace and beautiful architectural details to help patients relax. The open space layout of the interior is designed to maximize workflow efficiency and to help anxious patients feel more comfortable.

Our banking partner for this project: Citizens Bank



Did You Know? CIC began participation in the SBA MicroLoan program in 1994.

Lending Power for Living Well



Veterinary Cancer Center

Norwalk, CT | \$2,472,200 SBA 504 Loan
Funded 2012

The Veterinary Cancer Center needed financing to relocate its facility to 129 Glover Avenue in Norwalk, CT, complete renovations at the new location, and purchase new equipment. Fairfield County Bank and CIC provided all the financial support needed to build a state-of-the-art cancer center for companion animals of every variety, from dogs and cats, to guinea pigs and ferrets. The project created 16 new jobs.



Dr. Gerald Post, DVM, MEM, DACVIM (Oncology), offers services that include medical veterinary oncology, such as chemotherapy and immunotherapy, as well as radiation therapy. The interior is beautifully appointed and features an open interior floor plan to help make the animals that visit the center comfortable.

Our banking partner for this project: Fairfield County Bank



Did You Know?

CIC closed its first SBA Community Advantage loan in 2015, and is the only active Community Advantage lender in Connecticut and Rhode Island.

Lending Power for Living Well



Biometrics

Trumbull, CT | \$1,172,000 SBA 504 Loan
Funded 2008

BioMetrics offers prosthetic and orthotic services for patients with partial or total absence of a limb by evaluating, creating, and fitting artificial limbs known as prostheses. Orthotic services consist of care of patients with congenital and/or traumatic disabling conditions of musculoskeletal structure of the body. BioMetrics constructs its own prostheses and orthoses using cutting edge technologies, including pediatric cranial remolding helmets.



Their friendly staff provides a pleasant experience for patients with on-going prosthetic and orthotic needs.

David Rooney started BioMetrics in 1993 in Waterbury, and received funding from Webster Bank and CIC to purchase an office condo in Stratford.

Our banking partner for this project: Webster Bank



Did You Know?

The top lending partners in CIC's 504 loan portfolio are: Webster Bank, with 78 partner projects; Liberty Bank, with 23 partner projects; and Citizens Bank, with 20 partner projects.

Lending Power for Living Well

Great Strides, LLC

Cheshire, CT | \$50,000 MicroLoan
Funded 2012

John Olin is a certified orthotist. He and his wife, Christine, started Great Strides in 2001, as a way of taking John's expertise to a community of children who could benefit from it. John builds assistive devices for children with cerebral palsy, and by doing so, empowers them to walk on their own, many for the very first time.

John painstakingly measures and tests each child and then custom builds an appliance specific to the child's unique needs. Once the child is fitted with his or her device, John then trains both the parents and the child in how to get the most out of using the devices he creates for them.



To hear John describe what it is like when he first puts a child in one of the walkers he builds in his home is an emotional experience. That is because of his passion and commitment to his business and his dedication to helping these kids in need.



Did You Know?

CIC's active SBA 504 loan portfolio represents a total original project size of \$392 Million. The top 3 industries in the portfolio (by loan amount) are restaurants, hotels, and sports facilities.

Lending Power for Living Well

SEED Center for Autism

Stamford, CT | \$50,000 MicroLoan
Funded 2011

Evan Schermer's business is special because of all the good he is doing for the community of people who are on the autism spectrum and for the families that benefit from the help their loved ones receive. School systems also benefit as they are charged with providing services to all students but often lack the expertise to do so. Schools can save a great deal of money and improve the services they provide by contracting with the SEED Center.



Evan started his business with a \$50,000 MicroLoan, and he has grown exponentially over the past four years. He projects that he will achieve \$1.6 million in sales this year, and he currently has 13 full-time and 15 part-time staff members. Rarely does a MicroLoan leverage such amazing growth.



Did You Know?

CIC, in partnership with Connecticut Health and Educational Facilities Authority, has made 42 specialized MicroLoans to child care facilities throughout Connecticut.

Lending Power for Living Well

Oronoque Eye Care, Inc.

Stratford, CT | \$525,000 SBA 504 Loan
Funded 2011

Dr. Kurt Tichy, O.D. received funding from Fairfield County Bank and CIC to purchase a 3,030 square foot commercial condominium located at 7365 Main Street, Stratford, CT to relocate his eye care practice: Oronoque Eye Care, Inc.

Oronoque Eye Care has the latest diagnostic and technical equipment, and it provides a vast array of services: eye exams, treatment of eye diseases, contact lens fittings, etc. There is also a small lab that accommodates frame repairs and adjustments.



Perhaps the biggest draw, second only to the expertise and warmth of the staff, is an optical boutique that has an entire wall devoted to displaying designer frames including Prada, Gucci, Calvin Klein, and Coach, among others.

Our banking partner for this project: Fairfield County Bank



Did You Know?

The cities in which CIC has the most SBA 504 loans are: New Haven, Hamden, Milford, North Haven, and Stratford.

Lending Power for Living Well

Dr. Stephanie Bethune

Colchester, CT | \$8,000 MicroLoan
Funded 2012

Light Body Natural Health is the naturopathic medical practice of Dr. Stephanie Bethune, N.D. Dr. Bethune is a licensed Naturopathic Doctor who offers concierge medicine services. Concierge medicine is a relationship between a patient and a primary care physician in which the patient pays an annual fee or retainer in exchange for more personalized, premium quality healthcare. Dr. Bethune came to CIC soon after medical school and took advantage of our technical assistance program to begin her practice, originally located in Stonington, CT.



Naturopathic physicians (NDs) are trained in the art and science of natural health care. They are required to graduate from an accredited four-year, residential naturopathic medical school and pass an extensive post-doctoral board examination (NPLEX) in order to receive a license. By using protocols that minimize the risk of harm, naturopathic physicians help facilitate the body's inherent ability to heal, restore, and maintain optimal health.



Did You Know? The total number of MicroLoans closed by CIC is 456. The total amount of dollars lent is \$9,918,500.

Lending Power for Living Well

Veterinary Healing Arts

East Greenwich, RI | \$340,000 SBA 504 Loan
Funded 2011

When the commercial condominium that Veterinary Healing Arts, Inc. (VHA) occupies became available for purchase, Vint Virga and Tiffany Trapp, a married couple who own and operate the veterinary practice together, got financing from BankNewport and CIC to purchase it. Dr. Trapp specializes in animal dermatology, serving patients in Rhode Island, Massachusetts, and Connecticut. Dr. Virga specializes in behavioral veterinary medicine.



Dr. Virga recently published a book, *The Soul of All Living Creatures*. He also provides case management expertise for exotic animals at zoos and animal parks throughout the world.

Veterinary Healing Arts is also home to the two largest cats CIC has ever seen, Norwegian forest cats, which are as sweet as they are large!

Our banking partner for this project: BankNewport



Did You Know?

Through April 30, 2015, we have an active 504 portfolio of 360 loans. These loans have preserved 510 jobs and created 2,065 new jobs.

Directors and Officers



Board of Directors

MARK CANDIDO
Chairman of the Board & Director
Bankwell

STEVE MILLER
Vice President & Vice Chairman
Levey Miller Maretz LLC

JOHN A. MATTHEWS
Secretary
John A. Matthews, AIA
Architecture & Planning

MARY MURPHY
Treasurer
Liberty Bank, Retired

THOMAS BANISCH
Assistant Secretary & Director
T.M. Banisch, LLC

TIM BERGSTROM
Director
Webster Bank

CLARE DUBÉ
Director
HBC Consulting, LLC

DANIEL J. MCMAHON
Director
Integrated Growth Advisors

JEFFERY VOSE
Director
Vose Consulting

FRED FARNSWORTH
Emeritus
Faulkner's Island Light Brigade
Eastern Elevator Company - Retired

Community Investment Corporation Staff

MARK COUSINEAU
President

GARY TOOLE
Vice President

BUCK HARRIS
Vice President & Manager,
Community Lending

AYA BECKLES SWANSON
Vice President,
Community Lending

ENRIQUE GUTIERREZ
Vice President

DEBBIE MAIORANA
Loan Processing & Closing
Manager

ROSA RUBBO
Servicing & Liquidation Manager

DIANA MEYER
Credit Manager

MARGIE SLATER
Office Manager

EILEEN JOHNSON
Administrative Assistant,
Community Lending

GINA STONE
Credit Analyst

BRENDA SCULLY
Loan Processing & Closing

KATELYN QUINTO
Administrative Assistant

Rhode Island Advisory Loan Committee

DAN HAGGERTY
Senior Vice President
Citizens Bank

ROBERT KENT
Senior Vice President
Washington Trust

SCOTT LAJOIE
Vice President
Bank Rhode Island

LAUREN SLOCUM
President
Central RI Chamber of Commerce

STEPHEN MACKOWITZ
Senior Vice President
Digital Federal Credit Union

LEO BLAIS
Senior Vice President
Pharm-IP

Comings and Goings

Welcome to the Following New Staff Members



ENRIQUE GUTIERREZ, Vice President

Enrique Gutierrez, Vice President, worked as a Credit Analyst at Credit Lyonnais in Manila and as a Global Account Manager with ING's Corporate and Investment Banking Group. He pursued his Executive MBA at Boston University's School of Management in 2000 and was at the same time a Faculty Member of the University's Finance and Economics Department. Enrique will be a driving force in moving our 504 program forward.



BRENDA SCULLY, Loan Processing & Closing

Brenda Scully comes to CIC as a Loan Processing, Closing and Servicing Associate. She brings 18 years' experience in the Residential Mortgage Lending Industry, most recently with the McCue Mortgage Company. Brenda has developed excellent working relationships with bankers, clients, and closing attorneys, from the approval process to closing and funding.

Farewell to Jeff Hubbard

Jeff Hubbard, a nine-year veteran of the CIC Board of Directors, is Regional Vice President for TD Bank and was previously Senior Vice President, Market Credit Officer at Bank of America. He has been in Connecticut commercial banking for 22 years. Jeff was a valued member of the Board, as his extensive executive experience in banking brought a strong global perspective that helped shape CIC's growth over the years. Thank you Jeff for nine years of service to our organization!

In Memory of Paul Goodwin



In June 2014, the CIC community was deeply saddened by the loss of Emeritus Board Member Paul Goodwin at age 95. Paul was a long time Chairman of New Haven Development Corporation and founder of both CIC and its other sister corporation, Technology Investment Fund, Incorporated.

He was the Chairman of the Eastern Steel and Metal Company of Milford, until its sale in 1990. For many years he served as the chairman of the New Haven Development Commission, overseeing all development activity within the city of New Haven.

Paul was a prominent member of the Jewish Community, recognized as a local leader of national prominence.

Paul served his country in WWII as a staff sergeant and topographer with the 654th Engineers of the First Army. He participated in the final push of the war, landing on the beaches of Normandy, then on to the liberation of Paris and the Battle of the Bulge, and into Germany where he saw first-hand the liberation of the death camps.

It does not suffice to say he will be missed.

Thank You for Your Support

504 Lending Partners

Webster Bank, N.A.

Bankwell

Chelsea Groton Bank

Newtown Savings Bank

Quinnipiac Bank & Trust

Rockville Bank

TD Bank, N.A.

Washington Trust

BankNewport

Citizens Bank, N.A.

Country Bank

Eastern Savings Bank

First Niagara Bank

Guilford Savings Bank

JP Morgan Chase

Liberty Bank

Milford Bank

Santander Bank

Wells Fargo

MicroLoan Supporters

We would like to especially thank Webster Bank for their continued, generous financial support of the CIC MicroLoan program.

MicroLoan Referral Sources

Bank of America

Bankwell

Citibank, N.A.

Citizens Bank of Connecticut

City of Bridgeport Office of Small & Minority Business

Community Economic Development Fund

CT Dept. of Economic & Community Development

CT Development Authority

CT Economic Resource Center

CT Main Street Program

CT Small Business Development Center

Essex Savings Bank

Farmington Bank

First Bank of Greenwich

Greater Valley Chamber of Commerce

Guilford Savings Bank

Hartford Economic Development Corporation

Housatonic Community College

Housatonic Industrial Development Corporation

Liberty Bank

Manchester Community College

MetroHartford Alliance

Middlesex County Chamber of Commerce

Middlesex County Revitalization Commission

Naugatuck Development Corporation

Naugatuck Valley Savings & Loan

New Haven Library

Norwich Chamber of Commerce

Office of Congressman Courtney

Office of Congresswoman DeLauro

Office of Secretary of the State of Connecticut

Office of Senator Richard Blumenthal

People's United Bank

Savings Institute Bank & Trust

SCORE Chapter of Bridgeport

SCORE Chapter of Danbury

SCORE Chapter of Hartford

SCORE Chapter of New Haven

SCORE Chapter of Norwalk

SCORE Chapter of Old Saybrook

SCORE Chapter of Torrington

Southeastern Connecticut Enterprise Region

TD Bank, N.A.

Three Rivers Community College

U.S. Small Business Administration

VR Business Brokers

Webster Bank, N.A.

Westerly Community Credit Union

Women's Business Development Center

The success of the SBA 504 Loan and MicroLoan programs depends on solid partnerships between CIC, small community banks, larger financial institutions, credit unions, business resource centers, and economic development organizations. It's a shared belief in bringing lending power to small businesses that creates jobs, boosts the local economy, and builds strong communities. CIC thanks all of our partners for their dedication, loyalty, and generous support.