



**Community
Investment
Corporation™**

**2012
Annual Report**



Lending Power™

President's Letter



In 2012, with an economy experiencing a very slow recovery, CIC was again able to provide much needed financing to small business. Without our partnerships with the lending community, we would not be able to generate the impact that we did. We would like to thank the small community banks, credit unions, large national banks, commercial real estate and business brokers, business resource and economic development organizations that work so diligently with us. From the initial referral through to closing, it's our partners and their commitment to small business that helped create so many success stories across Connecticut and Rhode Island.

Once again, in fiscal year 2012 CIC was recognized as the highest volume SBA 504 and Microloan Lender in Connecticut. During that time, CIC made a combined total of 103 loans (both SBA and non-SBA) representing over \$25.7 million in financing. More importantly, the projects we funded created or retained over 480 jobs.

This year we have taken the liberty to expand our annual report timeframe beyond our last fiscal year to share with you our new brand launched in June 2013. Connecticut Community Investment Corporation (CTCIC) and Rhode Island Community Investment Corporation (RICIC) are now names of the past. We are now Community Investment Corporation (CIC), with a refocused mission statement that emphasizes the importance of Lending PowerSM – it's a true statement of ownability:

"CIC is a non-profit economic development lender contributing financial expertise and practical guidance to small business entrepreneurs in Connecticut and Rhode Island who have powerful ideas, and need more power to grow them."

The evolved brand will allow CIC to broaden awareness in Connecticut and Rhode Island. More than a new name, logo and website, the rebranding initiative is an integrated and strategic marketing effort that will firmly position CIC for the future, as we look to expand our reach and create many more success stories in the years ahead.

Sincerely,

Mark Cousineau
President

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Rebranding Initiative

PROJECTING A NEW PRESENCE

In June 2013, CTCIC and RICIC transformed into Community Investment Corporation (CIC) and our rebranding initiative created by Worx Branding & Advertising was launched. The goal is to provide a more focused value message in order to reach more members of our key audience and to improve our online presence to attract new prospects.



The core element to a successful rebrand is to define an ownable position and to activate it constantly. A key component of the rebrand was changing our name to Community Investment Corporation (CIC), dropping the geography and thereby eliminating the multiple and sometimes confusing acronyms. The single, focused brand unifies our messaging over our entire footprint and supports future growth.

As part of the rebranding initiative, our new website was recently unveiled at CICLENDING.COM. The website is easier to use, has been search engine optimized and features more information in a simplified yet professional way.

Overall, the rebranding initiative will allow CIC to expand awareness, communicate a clear and consistent message and project our presence as a category leader.



Lending Performance

#1 SBA 504 & MICROLOAN LENDER IN CONNECTICUT

Each year, CIC makes more than twice as many loans than the closest competitor. How does this happen? It takes an experienced team that consistently puts the customer first and gets the deal done, quickly and efficiently.

As an experienced agent for the SBA, CIC helps lenders and borrowers navigate the paperwork and approval process by:

- ▶ Working alongside the borrower and his/her team of professionals in structuring the project
- ▶ Preparing the small business loan application while monitoring and managing the process through closing
- ▶ Servicing all aspects of the loan for the entire term of the loan

CIC strongly believes in growing small businesses to create new jobs and build communities across Connecticut and Rhode Island. Our financial partners also share our commitment to help small businesses grow and thrive, and together we've created nearly 1,300 jobs in Connecticut and Rhode Island over the past 3 years.

NEARLY
1,300
NEW JOBS IN THE
PAST 3 YEARS

40⁺ YEARS WORKING WITH
SMALL BUSINESS & BANKS

1973

Incorporated as NHCIC to provide gap financing to New Haven small businesses with funds raised from the business and banking community

1981

1st SBA 503/504 Lender approved in Connecticut

1983

Expanded SBA 504 territory from City of New Haven to New Haven County

ON 504 LOANS

CIC obtained approval for 49 SBA 504 Loans in Connecticut (52 overall including Rhode Island) during the fiscal year 2012. Those 49 loans totaled \$20.2 million in SBA financing, making CIC Connecticut's #1 SBA Lender in overall dollar volume for the 4th consecutive year.

ON MICROLOANS

CIC was Connecticut's #1 SBA MicroLoan lender in both number and dollar volume for the 10th consecutive year, closing 15 loans totaling \$563,000,000.

#1 LENDER FOR OVER 10 years

	2010			2011			2012		
	JOB	LOANS	TOTAL	JOB	LOANS	TOTAL	JOB	LOANS	TOTAL
SBA 504	286	43	\$17.3MM	388	61	\$27MM	307	52	\$21MM
MicroLoan	47	17	\$483M	68	34	\$1.04MM	60	15	\$563M
EDA/DECD	N/A	N/A	N/A	23	12	\$732M	119	36	\$4.1MM

1993

1st SBA MicroLender approved in Connecticut; MicroLoan territory expands statewide

1997

Partnered with CHEFA to launch Childcare MicroLoan Program

1995

Awarded EDA Revolving Loan Fund targeting defense industry

Success Stories

A WIN-WIN PARTNERSHIP AND A WORLD OF POSSIBILITIES

By partnering with CIC, bankers, brokers, CPA's, realtors and economic developers open up a world of possibilities for both themselves and their clients.

CIC gives small businesses the vital backing and guidance to grow and become solid, stable and successful clients for the bank.

This partnership is crucial as CIC manages the loan process, streamlining it through a unique level of accuracy and efficiency. CIC also manages the parties involved, reducing the responsibilities on the partner's plate. That means tangible business results and advantages.

By offering true business guidance to borrowers during the application process and throughout the life of the loan, CIC fosters relationships and converts them into viable deals and ultimately solid clients for our partners.

3 KEY BENEFITS THE CIC MICROLOAN PROGRAM BRINGS TO PARTNERS

- 1 ▶ KEEP YOUR DEPOSITORY ACCOUNTS**
Let CIC take the lending risks while you keep the small business as your client for all of the other banking products and services they will need to run their business.
- 2 ▶ PROVIDE SECONDARY BORROWING OPPORTUNITIES TO LOCAL BUSINESSES**
MicroLending is a great way for the bank to support the local business community by offering a viable alternative to a loan applicant that the bank cannot help.
- 3 ▶ BUILD A PIPELINE FOR FUTURE BUSINESS**
A key element to the MicroLoan Program is to write loans that help incubate successful small businesses in order for them to become "bankable".

1999

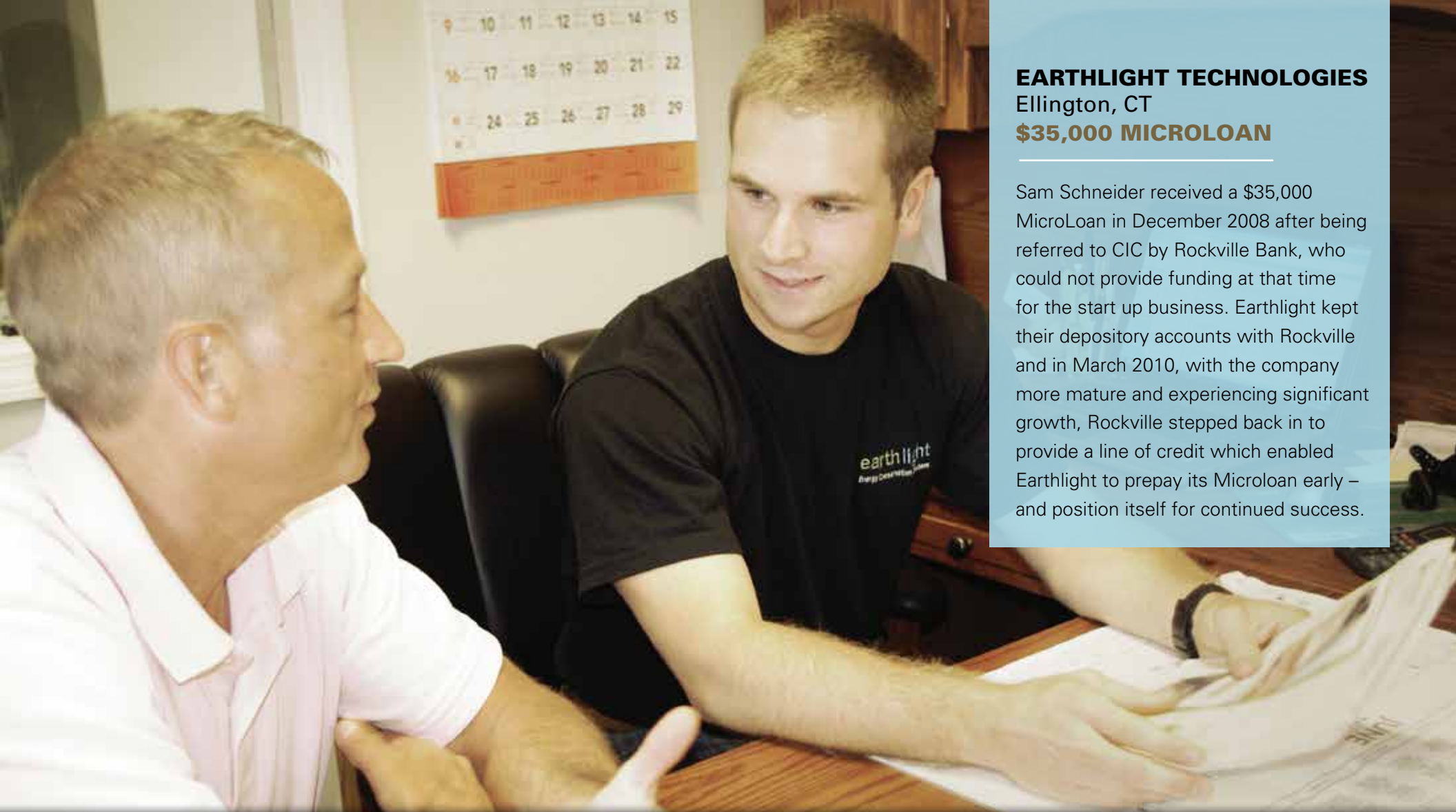
NHCIC becomes CTCIC; 504 territory expands statewide while portfolio size reaches just under \$6 million

2002

Received NADCO Award for the greatest increase in 504 Loan approvals for portfolio size under \$10 million

2003

Awarded ALP status from SBA



EARTHLIGHT TECHNOLOGIES
Ellington, CT
\$35,000 MICROLOAN

Sam Schneider received a \$35,000 MicroLoan in December 2008 after being referred to CIC by Rockville Bank, who could not provide funding at that time for the start up business. Earthlight kept their depository accounts with Rockville and in March 2010, with the company more mature and experiencing significant growth, Rockville stepped back in to provide a line of credit which enabled Earthlight to prepay its Microloan early – and position itself for continued success.

2003

Received 2nd NADCO Award for the greatest increase in 504 Loan approvals for portfolio size between \$10 million and \$25 million. Becomes the only CDC to receive consecutive volume increase awards

2005

Closed on the 300th MicroLoan

2004

Expanded into Rhode Island as RICIC

LA BELLA BEAUTY SALON

Hamden, CT

\$28,000 MICROLOAN

Doris Santana attended beauty school in her native Dominican Republic and has over 22 years of experience as a hair stylist. In 2003, she immigrated to the United States and worked at a salon in Patterson, NJ. In 2005, she came to Connecticut and worked for Finesse Barber & Hair Salon in New Haven.

Doris took out a \$28,000 MicroLoan after being referred to CIC by First Niagara Bank, who could not provide funding for her at that time. Doris kept her depository account with First Niagara Bank and in May 2013, received funding from them at a more favorable interest than her MicroLoan rate. She was able to pay off the CIC loan and remained a First Niagara Bank client.



2008

Total project dollars from all program projects reaches a quarter billion dollars

2006

Relocated from New Haven to Hamden; SBA 504 outstanding loan portfolio tops \$50 million

2009

Increased SBA 504 lending by 924%, MicroLending by 142% in the 1st decade of the new millennium

EG SALON I Middletown, CT
\$35,000 MICROLOAN

Georgi Marino and Ellie Gagnon have a partnership that goes back 20 years. Originally a trainer for Redkin, Ellie met Georgi in 1990 while providing color technique education to employees at the salon where Georgi worked. They became good friends and in 2001, went into business together. The pair received a \$35,000 MicroLoan in December 2009 after Citizen's Bank could not fund EG's business relocation. Citizen's kept their depository accounts and referred the salon to CIC. EG Salon paid CIC in full in May 2012 with a loan from Nutmeg State Federal Credit Union. "The success of this salon is based on the strength of the business partnership," says Georgi.



2011

Partnered with DECD to deliver Partner Loan Program & SBX Programs, takes over EDA's Naugatuck Valley Fund

2013

CTCIC is rebranded to become CIC, new website is launched

2012

SBA 504 Outstanding Loan Portfolio tops \$100 million

Solid Partnerships



THANK YOU FOR YOUR GENEROUS SUPPORT

504 LENDING PARTNERS

Webster Bank, N.A.

Chelsea Groton Bank
Fairfield County Savings Bank
JP Morgan Chase
People's United Bank
Quinnipiac Bank & Trust
Rockville Bank
Wells Fargo

Bank Newport
Bank of America
Bank of Fairfield
Bank of New Canaan
Bank of Rhode Island
Checkspring Bank
Eastern Savings Bank
Essex Savings Bank
Farmington Bank
First Niagara Bank
Guilford Savings Bank
Liberty Bank
Naugatuck Savings Bank
Naugatuck Valley Savings & Loan
Patriot National Bank
Putnam Bank
RBS Citizens
Secter
Simsbury Bank
Sovereign Bank
TD Bank, N.A.
United Bank

MICROLOAN SUPPORTERS

CIC would like to especially thank the generous contributors who help provide grant funding for the MicroLoan program.

Bank of America
TD Bank, N.A.
Webster Bank, N.A.

MICROLOAN REFERRAL SOURCES

Bank of America
Citibank, N.A.
Citizens Bank of Connecticut
City of Bridgeport Office of Small & Minority Business
Colonial Properties
Community Economic Development Fund
CT Department of Economic & Community Development
CT Economic Resource Center
CT Innovations
CT Main Street Program
CT Small Business Development Center
The Cornerstone Company
Essex Savings Bank
Fairfield County Bank
Gateway Community College
Greater Valley Chamber of Commerce
Guilford Savings Bank

Hartford Economic Development Corporation
Hartford Russell Library
Housatonic Community College
Housatonic Industrial Development Corporation
Infoline 2-1-1
Kaplan Early Learning Center
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
NorthEast Alliance
Norwich Chamber of Commerce
Putnam Bank
Quinnipiac Bank & Trust
Office of Congressman Courtney
Office of Congresswoman DeLauro
Office of Secretary of State of Connecticut
Office of Senator Richard Blumenthal
Rockville Bank
Rose City Renaissance
Saugatuck Outreach Nutrition Program
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
Simsbury Library
Smart Start
Southeastern Connecticut Enterprise Region
Sovereign Bank
TD Bank, N.A.
Three Rivers Community College
Town of Berlin
U.S. Small Business Administration
Webster Bank
Women's Business Development Center

The success of the 504 SBA Loan and MicroLoan Programs depends on the solid partnerships between CIC and 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 would like to thank all of our partners for their dedication, loyalty and generous support.

Board of Directors & Officers



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MARIANA CALDERON

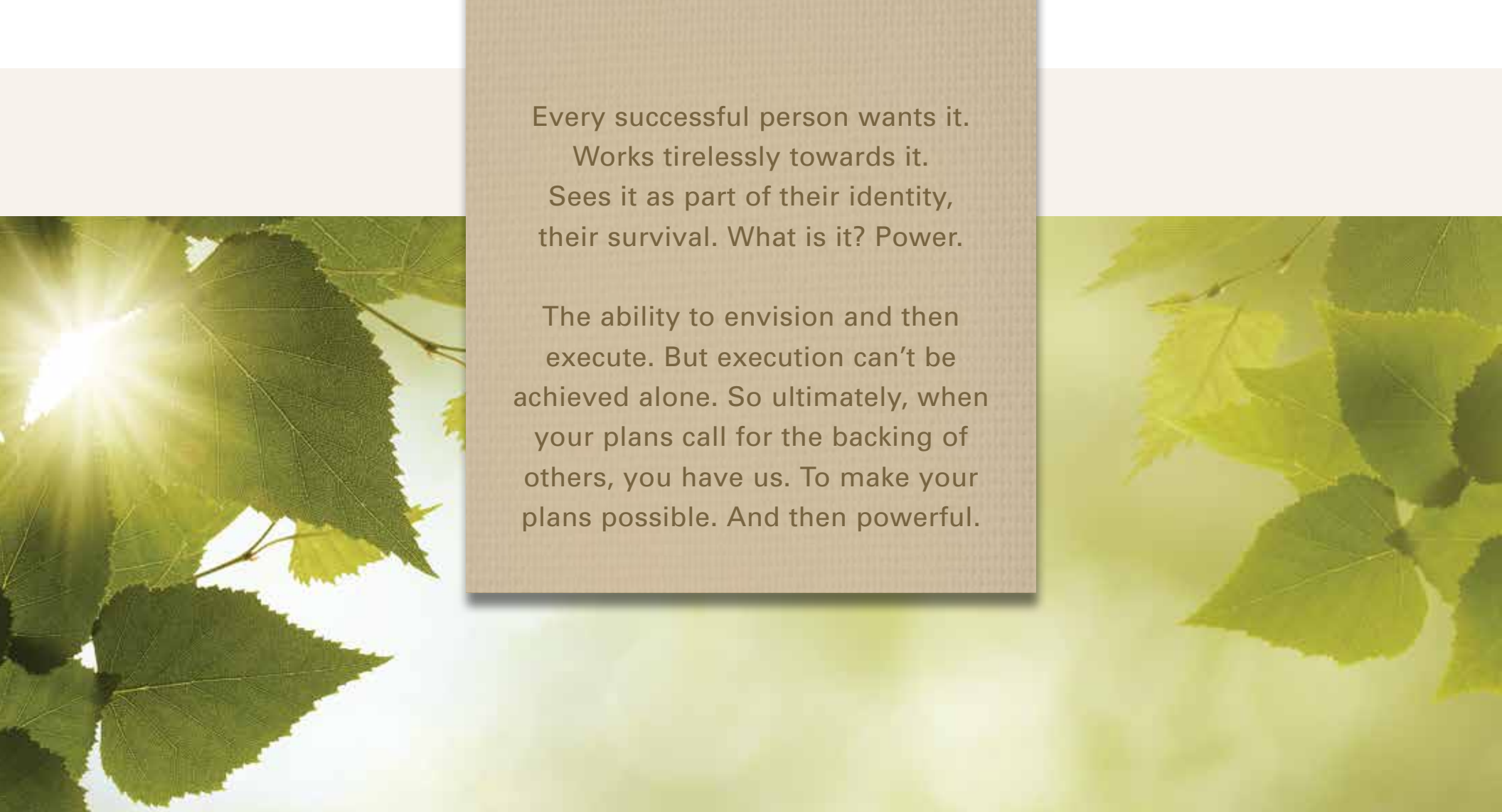
Loan Processing & Servicing

NICOLE QUATRELLA

Loan Processing & Closing

EILEEN JOHNSON

Administrative Assistant – Community Lending



Every successful person wants it.
Works tirelessly towards it.
Sees it as part of their identity,
their survival. What is it? Power.

The ability to envision and then
execute. But execution can't be
achieved alone. So ultimately, when
your plans call for the backing of
others, you have us. To make your
plans possible. And then powerful.



**Community
Investment
Corporation™**

LOAN PROGRAMS & LEADERSHIP FOR SMALL BUSINESS



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