

OUTSTANDING PORTFOLIO COMPOSITION

TOTAL PORTFOLIO O/S (12/31/20):

\$138,327,075

Commercial Loans (>\$50,000) 35.08%
Commercial Real Estate Loans 23.29%
Energy Efficiency Loans 14.24%
Multifamily Loans 23.80%
Micro Loans 3.59%

RATIOS (as of 12/31/20)

	2020	2019
Net Assets/Total Assets	17.90%	17.20%
Allowance for Loan Losses/Total Loans	6.85%	6.86%
Delinquencies > 90 days	0	0
Net Loan Losses/Outstanding Loans	0.89%	1.79%
Earned Income/Program Expense	107.94%	146.04%
Deployment Ratio	75.58%	64.81%
Staffing Level	45.5	42

\$348.6 million

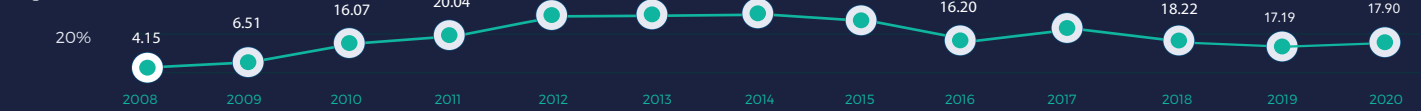
total loans originated

1.69%

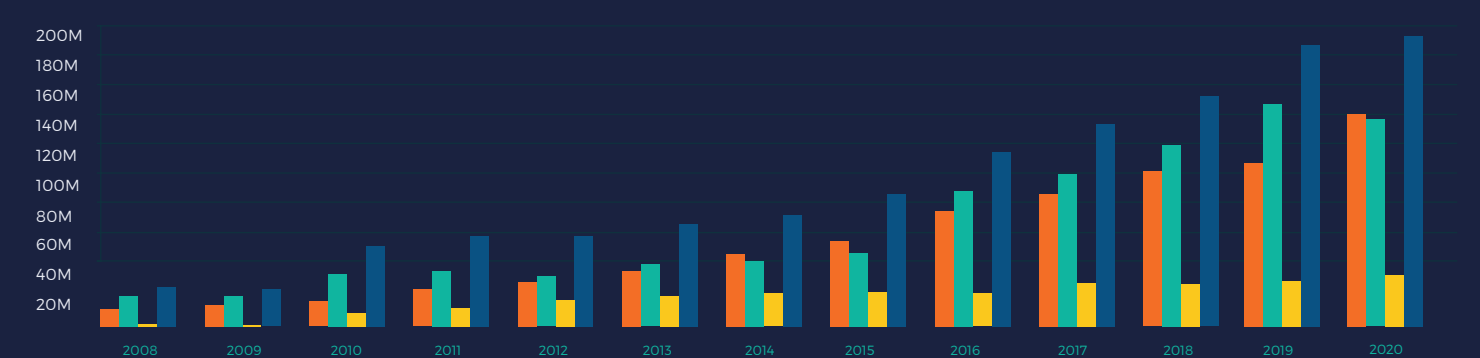
historic loan loss rate

2020 PERCENTAGE ASSETS

Percent Net Assets to Total Assets



2020 FINANCIALS



Audited Financial Statement

INCOME STATEMENT

	2020	2019	\$ Change	% Change
REVENUE				
PROGRAM REVENUE				
Interest Income Loans	\$7,039,240	\$6,351,698	\$687,542	10.82%
Interest Income Deposits	\$350,498	\$682,455	(\$331,957)	-48.64%
Financing Fees and Charges	\$419,332	\$373,922	\$45,410	12.14%
Fee Income	\$182,446	\$123,584	\$58,862	47.63%
TOTAL Interest and Program Service Revenue	\$7,991,516	\$7,531,659	\$459,857	6.11%
Grant Revenue to Support Program Services	\$10,059,630	\$6,414,234	\$3,645,396	56.83%
TOTAL Program Related Income	\$18,051,146	\$13,945,893	\$4,105,253	29.44%
Interest Expense	(\$2,044,151)	(\$2,441,567)	\$397,416	-16.28%
Net Earned Income	\$16,006,995	\$11,504,326	\$4,502,669	39.14%
Provision for Loan Losses	(\$2,682,615)	(\$313,243)	(\$2,369,372)	-756.40%
Net Income Earned After Provision	\$13,324,380	\$11,191,083	\$2,133,297	19.06%
PROGRAM SERVICES & FUNDRAISING EXPENSES				
Salaries and Benefits	\$5,247,524	\$4,586,078	\$661,446	14.42%
Professional Services	\$583,031	\$522,187	\$60,844	11.65%
Travel	\$41,129	\$234,043	(\$192,914)	-82.43%
Marketing	\$2,587	\$10,155	(\$7,568)	-74.52%
Occupancy	\$104,228	\$132,206	(\$27,978)	-21.16%
Other Program Expenses	\$7,273,607	\$1,309,996	\$5,963,611	455.24%
TOTAL PROGRAM SERVICES EXPENSES	\$13,252,106	\$6,794,665	\$6,457,441	95.04%
SUPPORT SERVICES EXPENSES				
Salaries and Benefits	\$616,794	\$597,175	\$19,619	3.29%
Professional Services	\$40,305	\$32,057	\$8,248	25.73%
Other Support Expenses	\$149,884	\$140,378	\$9,506	6.77%
Depreciation	\$37,707	\$30,296	\$7,411	24.46%
TOTAL SUPPORT SERVICES EXPENSES	\$810,690	\$799,906	\$10,784	1.35%
Contributed Loan Capital	\$2,500,000	\$225,000	\$2,275,000	1011.11%
CHANGE IN NET ASSETS	\$1,761,584	\$3,821,512	(\$2,059,928)	-53.90%

audited financial statement continued

BALANCE SHEET

	2020	2019	\$ Change	% Change
ASSETS				
Cash and Cash Equivalents	\$6,153,761	\$3,983,487	\$2,170,274	54.48%
Restricted Cash - Lending	\$34,952,750	\$63,480,830	(\$28,528,080)	-44.94%
Restricted Cash - Loan Loss Reserves	\$13,790,021	\$5,328,269	\$8,461,752	158.81%
Total Cash	\$54,896,532	\$72,792,586	(\$17,896,054)	-24.58%
Loans Outstanding	\$138,327,075	\$116,925,676	\$21,401,399	18.30%
Allowance for Loan Losses	(\$9,474,717)	(\$8,026,446)	(\$1,448,271)	18.04%
Net Loans	\$128,852,358	\$108,899,230	\$19,953,128	18.32%
Grants Receivables	\$955,007	\$1,101,697	(\$146,690)	-13.31%
Accrued Interest Receivables	\$1,024,568	\$569,893	\$454,675	79.78%
Other Assets	\$1,850,415	\$1,627,716	\$222,699	13.68%
Property and Equipment, net	\$3,113,783	\$3,216,211	(\$102,428)	-3.18%
TOTAL ASSETS	\$190,692,663	\$188,207,333	\$2,485,330	1.32%
LIABILITIES				
Accounts Payable	\$213,064	\$117,811	\$95,253	80.85%
Interest Payable	\$987,933	\$472,302	\$515,631	109.17%
Lines of Credit Payable	\$37,000,000	\$36,211,861	\$788,139	2.18%
Mortgage Payable	\$1,883,189	\$2,042,712	(\$159,523)	-7.81%
Other Notes Payable	\$223,707	\$285,132	(\$61,425)	-21.54%
Notes Payable (Program Borrowings)	\$16,710,487	\$17,601,111	(\$890,624)	-5.06%
Notes Payable (Program EQ2)	\$95,304,924	\$97,805,576	(\$2,500,652)	-2.56%
Other Deferred Revenue	\$3,122,293	\$430,589	\$2,691,704	625.12%
Other Liabilities	\$1,122,345	\$877,102	\$245,243	27.96%
TOTAL LIABILITIES	\$156,567,942	\$155,844,196	\$723,746	0.46%
NET ASSETS				
Without Donor Restrictions	\$32,114,010	\$30,523,935	\$1,590,075	5.21%
With Donor Restrictions	\$2,010,711	\$1,839,202	\$171,509	9.33%
TOTAL NET ASSETS	\$34,124,721	\$32,363,137	\$1,761,584	5.44%
TOTAL LIABILITIES AND NET ASSETS	\$190,692,663	\$188,207,333	\$2,485,330	1.32%