Our Mission
Impact Development Fund creates economic opportunity by delivering flexible capital to strengthen under-served Colorado communities.

DEAR FRIENDS AND SUPPORTERS

The year 2020 was unlike any other. Impact Development Fund (IDF) navigated through the unfolding COVID-19 crisis, prioritizing staff safety while committing ourselves more than ever to serving our partners and communities through days, weeks and months of persistent uncertainty. Despite these unprecedented challenges, IDF achieved a high volume of community-impact lending as well as new program development and execution. The organization concluded 2020 with its highest loan portfolio balance to date.

During the year, $20.6 million in new loans were approved, 18 loans were closed for $15.8 million and the ending portfolio balance was comprised of $35.4 million in outstanding and committed loan assets. IDF’s impact in Colorado communities included development and/or preservation of 1,180 units of affordable housing. Seventy-seven percent of these units serve residents with under 60% of the area median income. Additionally, IDF’s financing supported 19,400 square feet of nonprofit space, including development of a new temporary housing shelter for women and children.

IDF successfully deployed over $2.6 million in commercial loans using Capital Magnet Fund (CMF) equity grant funds received from the CDFI Fund in 2019. This capital provides long-term, low-interest, highly flexible funding to crucial affordable housing projects throughout the state including hard to serve, distressed and rural areas.

Growth of IDF’s homeownership programs administered on behalf of third parties throughout Colorado continued to be very strong in 2020 with 201 down payment and rehabilitation assistance loans for a total of $9.7 million. The organization currently manages 45 programs throughout the state including municipalities, employers and Habitat for Humanity affiliates.

IDF wishes to express its sincere gratitude to board members Nate Clyncke and Elena Wilken whose board service concluded at the end of 2020. Nate and Elena served the organization with distinction and selflessness. Their commitment, leadership and contributions to the organization were substantial and they will be missed.

Sincerely,

Scott Horton
President

Sean Doherty
Executive Director
**2020 Production Summary**

**Consumer Direct Financing**
- Facility Square Footage Created: 19,400 ft²
- Facility Dollars Deployed: $1,850,000
- Facility Dollars Leveraged: $9,227,698

**Commercial Financing**
- 15 Housing Loans
- 1,180 Housing Units
- Housing Dollars Deployed: $13,291,950
- Housing Dollars Leveraged: $262,884,805

**Non-Profit Facility Financing**
- Facility Square Footage Created: 19,400 ft²
- Facility Dollars Deployed: $1,850,000
- Facility Dollars Leveraged: $9,227,698

**BY LOAN TYPE**
- 43% Predevelopment
- 39% Acquisition
- 9% Permanent
- 9% Construction
- 0% Mini Perm
- 0% Bridge

**BY LOAN USE**
- 73% Multi-Family Rental Housing
- 11% Resident Owned Mobile Home Community
- 11% Community Facilities
- 5% For Sale Housing

**COMMERCIAL LOAN UNIT MIX**
- # Total Affordable Units of Total Affordable Units Financed:
  - Serving 0-30%: 272 units (23%)
  - Serving 31-50%: 196 units (17%)
  - Serving 51-60%: 415 units (35%)
  - Serving 61-80%: 203 units (17%)
  - Serving 81-100%: 99 units (8%)

**Portfolio**
- Loan Portfolio Outstanding:
  - 2016: $17,236,454
  - 2017: $19,529,814
  - 2018: $22,262,232
  - 2019: $28,422,451
  - 2020: $29,376,978

**Portfolio Growth Year Over Year**
- 2019-2020: 3.4%
Impact Development Fund is delighted to announce the launch of its new Single Family Acquisition-Rehab Program (SFAR). As a direct outcome of community and partnership engagements, IDF has recognized a common shortfall in the current affordable housing marketplace associated with affordable for-sale housing inventory. Key housing agencies have reached out to IDF to identify potential partnership solutions, including a central role for IDF in the acquisition, rehabilitation and resale of affordable units to low-moderate income residents. Initially, the program will be implemented in Larimer and Weld Counties targeting blight and single-family homes in disrepair being sold to the market in “as-is” condition. Under a new entity, Impact Development Builders, LLC (IDB), properties will be acquired, rehabbed and sold at affordable sale prices to low-moderate income households. Through existing program administration, IDF has seen the challenges of homeowner affordability in the northern Colorado housing market. Current below-market, for-sale housing options are often presented with significant property repair needs making cash-only offers necessary to facilitate the sale. The properties sold in poor condition, limit this segment of housing inventory to investors and cash buyers often for the purpose of fix and flip into the market at a sizable gain or held and leased at the top-end of the rental market post-rehab. This activity further excludes first-time homebuyers and low-moderate income applicants in search of safe, habitable and affordable housing solutions.

In the wake of the COVID-19 pandemic, IDF has allocated approximately $1.0M in unrestricted enterprise capital to support Impact Development Builders and its SFAR program. IDB will utilize available grant funds and energy rebates to offset increased construction and rehabilitation costs and to improve energy efficiency and utility affordability for the homeowner.

IDB is excited to create new affordable housing stock through the rehabilitation of existing market homes!
IDF participates in Senior Housing Facility in Longmont

Senior Housing Options (SHO) was awarded a $400,000 pre-development loan by IDF for the creation of a 25-unit independent senior apartment in central Longmont. The property will complement two adjoining assisted living properties previously developed by SHO. Units offered will be a mix of studio and 1-bedroom apartments serving households between 30% and 60% AMI. The project was awarded an allocation of 9% LIHTC for the construction of the third and final phase of a senior residential community known as Cinnamon Park and $8.2M of financing was leveraged. The development will deliver 25 independent living apartments to complement the two existing assisted living facilities, each providing 24 apartments. Positioned to target households aged 62+, residents will benefit from existing amenities, programming and transportation infrastructure, including 24/7 on-campus staff, weekly transportation for personal services, congregate meals and wellness checks. The facility further partners with the Longmont Senior Center to coordinate recreational, educational, health and wellness, and financial services, social clubs and day trips. Of the five existing LIHTC properties in the Longmont area serving seniors at or below 60% AMI all report 100% occupancy with extensive waitlists. IDF is proud to assist in the creation of more affordable senior housing to help Colorado’s aging population.

IDF invests in low-income housing in Rural Colorado

IDF is pleased to have supported the acquisition of the Plainsview Apartments, a 45 unit low-income property in Lamar, CO, with a $1.08M bridge loan. The property sits in a rural and distressed area and the units serve tenants earning 40% to 60% of the area’s medium income. The property will undergo rehabilitation with construction financing from Colorado Division of Housing, City of Lamar and Southeast Colorado Economic Development, leveraging an additional $2.6M. Rehabilitation and upgrades will include exterior stucco repair, interior and exterior painting, new floor coverings, new energy efficient appliance packages and mechanical system improvements. Of the 3,000 households in the community, approximately 37% are renters, over 16% are below the federal poverty level and 38% are ethnic minorities. IDF’s financing is helping to preserve affordable housing stock in rural Colorado and proactively renovate units that will provide safe and affordable housing for the community.
Community Facility Spotlight: Bright Future Foundation of Eagle County

Impact Development Fund is proud to have provided financing for a replacement shelter for victims of domestic abuse and their dependents in Gypsum, CO. Bright Future Foundation (BFF) was formed in 1984 as The Resource Center of Eagle County to help women and children affected by domestic violence and sexual assault, providing counseling services, legal advocacy, buddy mentor, youth violence prevention and a SafeHouse/Rapid ReHousing program. As the only comprehensive resource for victims of abuse within Eagle County, BFF not only serves the local community but also those traveling through the area. Cumulatively, BFF assisted 182 survivors and their families have been provided 18,500 nights of transitional shelter. IDF provided a $1.6M construction to permanent loan with leveraged funding of an additional $3.7M from gifts, donors, Victim of Crime Act Administrators, Eagle County, Local Jurisdictions, Beaver Creek Resort, El Pomar, Colorado Division of Housing and the following Foundations: Vail Health, Gates Family, Eagle Community and Johnson.

Awards

Impact Development Fund is honored to be awarded the Greeley Weld Habitat for Humanity Community Partner of the Year for 2020.

Community Engagement Spotlight: Giving Back

Impact Development Fund staff continues to deepen our partner relationships through volunteerism and community giving. In 2020, despite COVID limitations, IDF staff engaged in more than 785 hours of giving back to our community and the affordable housing industry through our partnerships with the following organizations:

- Town of Firestone Public Trustee
- CHFA NMTC Advisory Committee
- Leadership Northern Colorado
- Congregation Land Campaign Advisory Committee
- The Colorado Health Foundation Housing Advisory Committee
- Housing Colorado Legislative Committee
- Neighbor to Neighbor Board of Directors
- Neighbor to Neighbor Asset Management Committee
- Habitat for Humanity of Colorado Finance Committee
- National Charity League
- BBVA Community Advisory Board
- Windsor Housing Authority
- Colorado Enterprise Fund
- Arvada Urban Renewal Authority
## 2020 Financial Summary

### Assets

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$21,486,818</td>
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<tr>
<td>Short Term Investments</td>
<td>$0</td>
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<tr>
<td>Receivables</td>
<td>$604,264</td>
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<td>Net Current Assets</td>
<td>$9,706,723</td>
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<td>Net Non-Current Assets</td>
<td>$17,265,528</td>
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<td>Other Assets</td>
<td>$256,578</td>
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<td><strong>Total Assets</strong></td>
<td><strong>$49,319,911</strong></td>
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### Liabilities

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<th>Category</th>
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<td>Accounts Payable</td>
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<td>Notes Payable</td>
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<td>Agency Liabilities</td>
<td>$1,788,152</td>
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<td>CMF Balance</td>
<td>$1,110,679</td>
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<td><strong>Total Liabilities</strong></td>
<td><strong>$37,544,018</strong></td>
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### Revenue

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<th>Source</th>
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<tr>
<td>Interest Income - Loans</td>
<td>$1,572,502</td>
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<tr>
<td>Loan &amp; Servicing Fee Income</td>
<td>$607,874</td>
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<td>Grants &amp; Contributions</td>
<td>$2,342,468</td>
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<td>Other Income</td>
<td>$24,541</td>
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<td>Provision for Loan Losses</td>
<td>$(714,741)</td>
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<td><strong>Total Revenue</strong></td>
<td><strong>$3,832,644</strong></td>
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### Expenses

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<td>Program Expense</td>
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<td>Technical Assistance</td>
<td>$181,190</td>
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<td>Support Services</td>
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<td><strong>Total Expenses</strong></td>
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### Net Assets

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<th>Category</th>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>$11,775,893</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$11,775,893</strong></td>
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<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>$49,319,911</strong></td>
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2021 Board Members

Scott Horton
(President)
Vice President,
Community Lending
and Investment
Wells Fargo Bank

Mark O’Connor
(Vice President)
Senior Vice President,
Director of Investment
FirstBank Holding Company

Randy Ilich
(Treasurer)
Vice Chairman
Colorado Federal Savings Bank

Debra Bustos
(Secretary)
Deputy Director
Department of
Housing Stability

Kristin Candella
Executive Director
and CEO Fort Collins
Habitat for Humanity

Becky Christoffersen
Chief Investment Officer
Midwest Housing Equity Group

Micah Halverson
Partner
Kutak Rock LLP

Khanh Nguyen
Portfolio Director,
Healthy Living
Colorado Health Foundation

Annie Perizzolo
Portfolio Manager
BBVA

John Pike
Senior Vice President
Manager Commercial
Real Estate

Mary Stegner
Executive Director
Partners in Housing

Beth Truby
Preservation Program Manager
Colorado Housing and
Finance Authority

Stephen Wessler
Senior Vice President
CBRE Capital Markets

2021 Committee Members

LOAN COMMITTEE

Becky Christoffersen
Chief Investment Officer
Midwest Housing Equity Group

Mark O’Connor
(Board Member)
Senior Vice President,
Director of Investment
FirstBank Holding Company

Erin O’Neill
Vice President, Underwriting
Berkadia

Lisa Bloomquist Palmer
Executive Director
HomesFund

Michael Reis
Real Estate Development Manager
Thistle

Bob Munroe
Principal, RMM Advisors

Stephen Wessler
Senior Vice President
CBRE Capital Markets

FINANCE COMMITTEE

Erik Frandsen
Vice President, Commercial Real Estate
TCF National Bank

Shane Houska
Senior Manager
Commercial & Private Banking Credit Analysis
First National Bank

Randy Ilich
(Treasurer)
Vice Chairman
Colorado Federal Savings Bank

Abby Murray
Housing Investments Consultant
Weave Social Finance

Annie Perizzolo
Portfolio Manager
BBVA