Over the last 30 years, LISC has developed a place-based strategy of rebuilding disinvested neighborhoods that is today known as Building Sustainable Communities. Our goal is to help transform struggling communities into good places to live, work, raise families and do business. With the right financial tools and technical assistance, low-income neighborhoods can become places of hope and opportunity. LISC helps provide both.

Building Sustainable Communities involves a comprehensive collaborative process that starts with extensive community planning and evolves through a set of programs and projects that are critical pieces of a community’s core. LISC partners with community-based organizations, financial institutions, foundations, government entities and residents to identify glaring needs and to develop solutions to them.

Typically, the projects LISC supports include city and state agencies that encourage development through funding, tax abatements, or even donations of land. LISC can provide additional financing as subordinate debt to our community-based partners, and financial institutions underwrite the additional financing. LISC has become expert at identifying workable projects and structuring transactions to a workable conclusion. Our loans are usually short term, as LISC primarily serves as an initiator of the project by making early-stage loans.

Loans to LISC

In order to fund loans to the community-based groups spearheading local redevelopment efforts, LISC borrows money from national and regional banks, government agencies, foundations and insurance companies. The funds take the form of loans, bonds and program-related investments. LISC’s experienced asset management staff tracks the performance of projects closely to ensure the interests of our financial partners are protected.

LISC currently works with 45 lenders to support community revitalization projects across the country.

LISC LOANS AT A GLANCE

<table>
<thead>
<tr>
<th>2004 - 2011</th>
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<tbody>
<tr>
<td>$395 million in loans for projects in low- and moderate-income areas</td>
<td></td>
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<tr>
<td>28,848 homes and apartments</td>
<td></td>
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<tr>
<td>5.3 million square feet of retail &amp; community space</td>
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<tr>
<td>$5.6 billion leverage</td>
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Facilities Funded by LISC

► Rental housing, including projects for seniors and veterans.
► For-sale housing.
► Community facilities, such as charter schools, child care facilities, art and cultural centers, community buildings, health care facilities, and Financial Opportunity Centers to help families build their income and assets.
► Community economic development, including supermarkets, office space, and retail projects.

LISC’s Loan Products

► Pre-development loans used for preconstruction Project costs.
► Acquisition loans used for purchase and closing costs of property acquisition.
► Construction loans provided alongside a conventional construction loan from a bank; used to pay the hard and soft construction costs of a new construction and/or a rehab project.
► Mini-permanent loans used for permanent financing of charter schools, commercial, and industrial development projects.
► Lines of credit used for flexible working capital to meet organizational cash flow and/or project development needs.

By lending to LISC, institutions help eliminate neighborhood blight, create jobs and drive lasting community revitalization. Secure in the knowledge that their loans will be paid on time, their LISC loans contribute to their organizations’ profitability. But they also generate a significant “goodwill” return from the community organizations, public officials and residents who recognize the significant impact of their support.

LISC National Lending Contacts

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CURRENT LISC LENDERS

MORE THAN $30 MILLION  
Prudential Insurance  
Bank of America  
Deutsche Bank

$20-$30 MILLION  
Goldman Sachs Bank  
JPMorgan Chase  
Morgan Stanley  
State Farm

$10-$19.9 MILLION  
Allstate Insurance Co.  
AXA  
Citibank  
Harvard College  
Metlife  
Walton Family Foundation  
Wells Fargo

$5-$9.9 MILLION  
Bank of Tokyo  
Connecticut Housing Finance Authority  
Mizuho Bank  
Northern Trust Company  
PNC Bank  
RBS National  
TD Bank USA

$1-$4.9 MILLION  
Calvert Social Investment Foundation  
Communities at Work Fund, LP  
Greater Cincinnati Foundation  
Guaranty Bank  
Harris, N.A  
Kalamazoo Community Foundation  
Liberty Bank  
MacArthur Foundation  
Marquette National Bank  
McCune Foundation  
MERF of Hartford  
MGIC  
Michigan State Housing Development  
Minnesota Housing Finance Agency  
United States Dept. of Agriculture  
William Casper Graustein Memorial

LESS THAN $1 MILLION  
Catholic Healthcare West  
City National Bank  
Consumer Health Foundation  
Greater New Orleans Foundation  
Habitat for Humanity international  
NEF  
Northway Community Trust  
Oak Brook Bank  
U.S. Bancorp

The Local Initiatives Support Corporation  
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For more information visit www.lisc.org

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