



Annual Report

2022



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LETTER FROM THE CEO

2022 was another year defined by change as we strive to connect people to opportunity. Throughout the year, we focused on emerging from the pandemic as a more impactful organization with deeper partnerships focused on responding to community need. Led by our values of transparency, integrity, empathy, inclusion, and innovation, we ended the year with a new name, new leadership, improved programs, and a vision for the future that is more equitable and representative.

Transparency begins with being clear about who you are and what you do. With growing programs serving new parts of the state, we sought a name that communicated that we are driven by purpose to advance comprehensive community development across Indiana. That vision is captured in our new name – Intend Indiana!

We also sought to deepen our commitment to diversity, equity, and inclusion. Conversations among the Board of Directors, staff, and our key partners culminated in a plan to further integrate those values into every aspect of Intend Indiana. This report captures the impressive results of candid assessment, ambitious goals, and thoughtful implementation.

We advanced our commitment to equity and inclusion by adding more voices to Intend Indiana's governance. With an emphasis on representation and diversity of perspectives, Intend Indiana established new committees and found opportunities to share decision-making with our partners. In recognition of her invaluable contributions to the organization, Stephanie Quick was promoted to President, adding depth and breadth to the senior leadership of Intend Indiana. Intend Indiana lives our values every day, furthering our vision of a more inclusive and equitable future.

Thank you to all our supporters, clients, partners, funders, and other stakeholders and we look forward to working with you all as we connect Hoosiers to opportunity.



Steven Meyer
Chief Executive Officer
Intend Indiana



LETTER FROM THE PRESIDENT

As we begin to plan for the year 2023, we reflect back on our past accomplishments and also on the areas in which we strive to do better at meeting our vision of communities where quality of life, access to housing, and economic opportunities are not determined by race, socioeconomic background, or zip code.

Building on the accomplishments of the year 2022, our strategy in 2023 includes three main priorities:

Community Building and Engagement

Intend understands that residents and community-based organizations are the key to economic prosperity. Intend will meaningfully engage residents and community-based organizations to create collaborative and inclusive access to housing and other economic opportunities with a goal to inspire and support residents and community leaders. We will meaningfully expand into communities where our combined initiatives will assist in the advancement of sustainable collaborations and comprehensive community development.

Staff and Partnership Development

Intend will continue to prioritize staff development including accessing training as a NeighborWorks America organization and offering those same training opportunities to our community partners. Including providing both external training and internal peer-to-peer learning with staff and partners. We believe the work we do would not be possible without working in unison with our partners to grow and learn from one another.

Accountability

As our programs, geography, partnerships, and funders grow, Intend will ensure accountability in DEI practices so that the people we serve recognize themselves in Intend Indiana services. Our accountability plan includes tracking our goals and progress and providing opportunities for feedback via surveys and other forms of direct communication. To meet our vision, we realize we must be deliberate in our efforts and work. Our communications will be both intentional and strategic as we provide clear and consistent messaging that reflects the diversity in our staff, Board of Directors, and people in the communities we serve.

There is so much work to be done as we strive to advance our mission and vision and I look forward to advancing the work alongside partners, staff, and community who share a common goal.



Stephanie Quick

President
Intend Indiana



STRATEGIC UPDATE

In November 2022, the DEI Committee of Intend recommended and the Board of Directors approved the following DEI Philosophy and Strategic Priorities. These priorities were guided by Staff and Board members of Intend and representatives of the community.

DIVERSITY, EQUITY, AND INCLUSION PHILOSOPHY

Diversity, equity, and inclusion are the foundations on which Intend Indiana is built. We commit to intentionally integrate these core values through our organizational culture as we define and implement internal and external strategic priorities. We will continue to develop and sustainably expand program services to underserved areas within and outside of Indianapolis. We will hold ourselves accountable by publicly sharing established metrics, maintaining a diverse and inclusive board and staff, and collaborating in meaningful partnerships.

DEI STRATEGIC PRIORITIES

1. Ensure a cohesive DEI-centered culture.
2. Ensure accountability in DEI practice, so that the people we serve recognize themselves in Intend Indiana services.
3. Grow Intend Indiana's capacity to serve diverse communities in ways that are culturally congruent and respectful.
4. Use communication that connects to diverse audiences.

We are committed to fully engaging the staff, board of directors and committee members, suppliers and the community in ways that tap into their unique contributions. We recognize structural and systemic traditions that may have resulted in exclusion and marginalized opportunities. We work to identify and dismantle historic inequities and remove barriers that might prevent equitable

engagement in seeking housing and economic opportunities. We believe that Intend Indiana is strengthened when people feel valued, contribute, and thrive. We believe that everyone benefits from the sense of belonging that comes from being a welcomed member of a community.



FUNDERS



PARTNERS





OUR INITIATIVES



HOUSING DEVELOPMENT



BuildFund

SMALL BUSINESS LENDING

edgefund

AFFORDABLE HOUSING LENDING

renew
LANDBANK

LAND BANK

Intend Indiana, Inc. (Intend) is a non-profit that advances comprehensive community development through innovative financing and development solutions that create and preserve affordable housing, support neighborhood revitalization efforts, and foster small business development. Incorporated in 1987 to serve the near northside neighborhoods of Indianapolis, Intend has grown to provide community solutions across the state.

Intend partners with community-based organizations, non-profits, foundations, banks, and state and local governments to leverage resources and deliver impactful programs designed to meet the needs of the community.

Intend focuses on four main initiatives:

BUILD FUND

A certified CDFI that connects businesses to flexible, affordable, and responsible financing.

EDGE FUND

A certified CDFI that provides flexible financing that promotes affordable, inclusive, and diverse housing opportunities.

**AFFORDABLE
HOMEMATTERS**

Preserves and develops inclusive, diverse, and equitable homeownership opportunities.

**RENEW
LANDBANK**

Returns vacant, abandoned, and distressed properties to productive use.

Intend Indiana is a chartered member of NeighborWorks America.





We are Intend Indiana!

Renew Indianapolis is now Intend Indiana! We underwent a name change and accompanying rebrand to better align with our mission of connecting people to opportunities through our four mission-driven initiatives. The name more accurately reflects our goal to advance community development across Indiana, not just in Indianapolis.

After performing community surveys and stakeholder interviews, we started thinking about how to address key challenges we faced in getting our message out to our intended audience. The name change and rebrand focused on raising awareness of Intend's expanded programs, clarifying what those programs do, and improving transparency around where the programs are available.

Intend Indiana creates and preserves affordable housing, supports neighborhood revitalization, and fosters small business development through innovative financing and development solutions, including the four primary initiatives.

As Intend Indiana's Chief Executive Officer, Steven Meyer, puts it, "We are an organization driven by purpose in everything we do, and we've grown to provide community solutions across the entire state. The new name of Intend Indiana better reflects our mission of connecting people to opportunity."

President Stephanie Quick echoes this sentiment by saying, "Intend offers innovative financing and development solutions that will enhance the quality of life for communities across the state. We remain committed to providing solutions to the unique needs of communities and families."

Intend Indiana partners with community-based organizations, non-profits, foundations, banks, and state and local governments to leverage resources and deliver impactful programs designed to meet the needs of the community.

Lift Partnership: Working Together to Revitalize Communities

In 2020, Martindale Brightwood Community Development Corporation (MBCDC) began a relationship with Intend as part of a collaborative trio delivering comprehensive community development programs. The initiative fosters neighborhood revitalization by preserving and increasing affordable housing in Martindale Brightwood and providing family enrichment services.

This engaging partnership includes Edna Martin Christian Center, a service provider and anchor institution in Martindale Brightwood; MBCDC, the area's community-based development organization; and Intend, a city-wide community development financial institution near Martindale Brightwood. With our combined resources, synergy, and proposals, we're working to supplement the neighborhoods' continued paths to restoration.



Martindale Brightwood residents and neighborhood organizations have navigated the unprecedented trials of COVID-19, systemic racism, the lingering impact of redlining, reverse redlining, and disinvestment. They stand positioned for a new tomorrow on the shoulders of long-time residents committed to ensuring their community becomes a thriving epicenter of empowerment. The organization focuses on building strong partnerships to preserve and increase the number of affordable housing units in the area.



MBCDC has a long history of providing home repairs, housing counseling, job training, and advocating for neighborhood requests. The community looks to MBCDC to create safe, equitable, and attainable homes for low and moderate-income families. Working with Intend has afforded technical assistance and support for MBCDC to strengthen its knowledge base and capacity to build newly constructed single-family homes and assist residents with essential education to become successful homeowners.

Greater Success Comes Through Valuable Partnerships

Greater success comes through valuable partnerships! The team at Intend Indiana have provided a wealth of guidance towards strategic planning for all partners and extended access to training through NeighborWorks Training Institute for partners and staff. Martindale Brightwood CDC and Edna Martin Christian Center have, in turn, provided a realistic grass-roots perspective and desired approach to housing development and community outreach in Martindale Brightwood neighborhoods.

These types of collaborations help align with MBCDC's mission to be a catalyst for the sustainable growth and development of Martindale-Brightwood through housing, education, economic development, and environmental justice. The Martindale Brightwood neighborhood on Indianapolis' East side has been both the recipient and victim of community development activities. Today, the neighborhood stands well-positioned for positive transformation as its stakeholders remain engaged in the process.

Too often, the residents, partners, and stakeholders of this community have been left out of the conversation surrounding community development and activities that impact Martindale-Brightwood in a manner consistent with its Quality of Life Plan. Intend continues to connect MBCDC with resources to build and expand its overall capacity. It is most beneficial, equitable, and progressive when neighborhood transformation happens by the residents and community-based organizations.



NeighborLink's Fall Repair Fest

Intend Indiana was grateful to support of NeighborLink's Fall Repair Fest in 2022! During the Fall Repair Fest, 102 volunteers were engaged from across the community and completed 32 projects for 16 homeowners in the Martindale-Brightwood neighborhood.

Because of these numbers, NeighborLink finished October completing 745 projects and serving over 345 homeowners who are seniors or those with a disability.

Intend Indiana Receives Indianapolis African American Quality of Life Initiative Awards

Intend received two grants during the first round of funding from the Indianapolis African American Quality of Life Initiative (IAAQLI). We've also been awarded funding from IAAQLI through a collaboration with Kheprw Institute to address barriers to homeownership. The IAAQLI provides place-based funding for organizations and community partnerships that provide solutions to address critical issues facing Indianapolis' African American community. The initiative is being funded through a \$100 million grant from Lilly Endowment, Inc. to the National Urban League.

A \$126,600 grant was awarded to Intend to support the predevelopment costs of the **HomePower** program, which weaves together new housing construction and affordable financing to facilitate homeownership for those who choose to live in Martindale-Brightwood. The HomePower program pairs homebuyers with ties to the Martindale-Brightwood neighborhood with 12 new homes featuring affordable financing. The homes are 3 bedroom/2 baths and approximately 1500sq ft in various designs.

Build Fund was also awarded \$500,000 to support minority-owned contractors and developers. With a commitment to involving Black and minority contractors during the construction process, the funding will be used to capitalize loans to small contracting businesses through the BuildSmart loan product. This facet provides flexibility to contractors lacking access to credit to affordably finance the construction of single-family housing. This award will help African American contractors cash flow their construction projects, allowing them to bid on additional projects and grow their business.

Through a partnership with Kheprw Institute, we received a third grant totaling \$1 million to advance equity-building programs for Black homeowners. A portion of the award will support the **Edge Fund Indy Affordable Mortgage Program (IndyAMP)**. IndyAMP provides an affordable mortgage refinance for households negatively impacted by COVID-19 and those living in zip codes hardest hit by COVID-19. Through the IndyAMP program, Edge Fund targets low- to moderate-income African American households for an affordable mortgage loan refinance at a low-interest rate, providing savings for the household.

"We are thrilled to have received these funds during the inaugural IAAQLI grant cycle," said Intend Indiana CEO Steven Meyer.

"Intend is committed to addressing barriers to home ownership and working collaboratively to develop solutions that will yield long-term results."

"The support through IAAQLI will allow us to build on the successful programs that address barriers to affordable housing and provide access to opportunities."



NEW EMPLOYEES

David Herron

Build Fund Program Manager

David has over 15 years of banking industry experience and 10+ years in business lending specifically. He worked at Huntington National Bank for 15 years as the Branch Financial Banker, then went on to be an Assistant Vice President and Branch Manager prior to coming to Intend.

David's passion for serving and growing businesses with his experience is what made him the perfect candidate for this position. He also loves financial literacy and creating strategies for financial security.

He was born and raised in Indianapolis and is a product of the far Eastside of the city and Lawrence North High School. David says he's excited to be of service in the communities that we serve and more!



Mia Gutierrez

Real Estate Manager

Mia worked at INHP before transitioning to Intend and has seven years of banking experience. She is excited about this role because it is a great opportunity to focus on communities and give families the opportunity for homeownership. Mia is also excited to be a part of the team and provide Indiana homeowners with the possibilities Intend made for her when she needed it.

Mia says empathy is the secret ingredient that drives her work, and we can't wait to see how she harnesses her talents to connect people to opportunity.



José Rodríguez Trujillo

Real Estate Specialist

José comes to us with a strong educational background in urban planning. In 2020, he earned a Bachelor of Architecture with a concentration in Urban Works from California College. Today, he's working toward completing his Master of Urban and Regional Planning. José is passionate about serving struggling communities, helping to revitalize their culture and preserve their history.

When he's not studying for his master's or learning the ropes at Intend Indiana, you'll find him volunteering as a coach at the Greenfield Area Soccer Club or spending time with his two adorable Goldendoodles.



Kim Wherry

Residential Loan Portfolio

Kim comes to Intend with prior knowledge of the banking and multifamily industry. She graduated with a bachelor's degree in art education from Indiana University. While working at a mortgage company prior to coming to Intend, Kim was active in volunteering for local entities centered around community outreach, specifically those serving adults and youth in low-moderate income areas. She is a resident of the Southeast side and is passionate about supporting local businesses and artists in Indianapolis.



Angela Thompkins

Operations and Property Manager

Angela is an experienced and passionate administrative professional, driven by adaptability. She takes pride in fulfillment and project development. As an Operations and Property Manager, her goal is to help maximize efficiency within an organization. With over 25 years of experience in administration, operational, executive support, and program management, she is skilled in written and verbal communication with a focus on serving the community and coordinating professional and confidential information with integrity. Her strong management skills allow her to organize multiple projects at the same time with a high level of effectiveness and accountability.



TRENT GARRETT FELLOWS

In 2022, Intend Indiana created the Trent L. Garrett Fellowship to honor our esteemed colleague and beloved friend.

During Trent's career in real estate development, he was committed to mentoring and encouraging diverse professionals to consider a career in real estate and community development. It's been a privilege to create a program that carries on the legacy of our friend and his commitment to opening doors for others.

Kevin Brown III

A native of Indianapolis, Kevin Brown II is a proud alumnus of Lawrence Central High School and attended the University of Cincinnati on a football scholarship. After graduating from UC with a BA in Public Health, he enjoyed a 5-year career in the Canadian Football League. Kevin has been a community leader, speaker, and educator throughout his career and is now looking to impact his community through real estate development.



Chelsea Unogu

Chelsea began her career in city government in 2016 in the Indianapolis Mayor's Office. She then worked with YMCA of Greater Indianapolis, where she gained knowledge in fundraising, community development, and community education. By 2018, Chelsea decided to return to work with the City of Indianapolis, where she coordinated and educated minority-, women-, veteran-, and disability-owned business owners on certification opportunities with the Office of Minority & Women Business Development.





A homebuyer deserves the best in opportunities for their family and for themselves. The **Affordable HomeMATTERS** initiative by Intend Indiana provides options for families to find the home that best meets their needs, with access to amenities (health & well-being); economic security (access to jobs); housing stability and public transportation.

Affordable HomeMATTERS focus on:

- Developing quality homes
- Assisting buyers who earn low to moderate incomes obtain homeownership
- Establishing and preserving affordable housing stock in various communities
- Partnering with local community partners to deliver on quality of life initiatives

We realize the place you call home matters and we look forward to assisting low-to moderate income homebuyers with making those dreams come true.



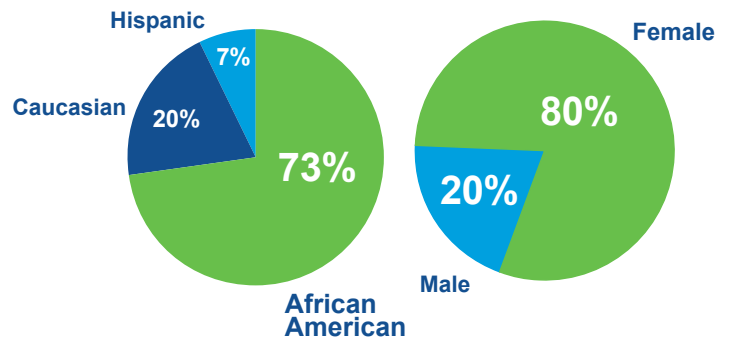
Affordable HomeMATTERs preserves and develops high-quality, affordable, and sustainable homes and promotes inclusive and diverse housing opportunities for low- and moderate-income families.



of Houses Developed and Sold



Client Demographics



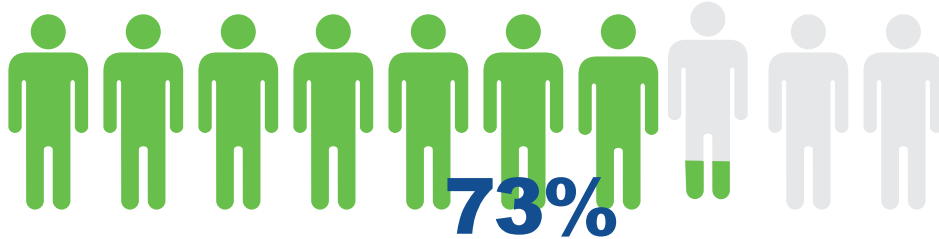
% of homes sold to



Value of Construction/Rehab Contracts

\$4,485,532

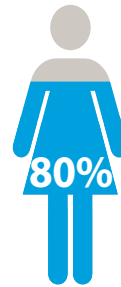
% of Contracts Awarded to XBE Contractors



Value of XBE Construction Contracts

\$3,240,023

Female-headed Household



Average Household Size



% of Homes Sold in Areas of Opportunity/Focus Area



Cummins announces major grant to build Black homeowner equity

Cummins Inc. announced a major grant of more than \$1,000,000 to build Black homeowner equity in the Martindale-Brightwood neighborhood of Indianapolis. The grant was issued to Intend Indiana and will support an innovative program to build generational wealth while addressing gentrification in historically Black neighborhoods.

The Cummins grant will leverage funding for affordable housing from the City of Indianapolis Lift Indy program and support affordable mortgages for new homeowners. Lift Indy is a comprehensive investment in the Martindale-Brightwood neighborhood focused on helping residents maintain quality housing, avoid displacement, and access services and programming through the Martindale Brightwood Education Zone Housing Village Initiative. The Martindale-Brightwood Lift Indy Team also aims to develop the neighborhood's capacity to effectively meet residents' needs now and well into the future.

“Through this program, Cummins is addressing the historical gap in wealth building through homeownership experienced by Black people,” said Mary Titsworth Chandler, Cummins Vice President of Community Relations. “We hope programs like this will inspire other private and non-profit funders to contribute to innovative problem-solving—which will attract matching federal, state, and local dollars over time,” she continued.

“Intend Indiana is proud to partner with Cummins to support the Martindale-Brightwood community vision for affordable housing,” said Steven Meyer, Intend Indiana CEO.

“This generous investment from Cummins will help ensure that the neighborhood remains affordable and accessible to those who call it home.”

The HomePower program is a part of CARE: Cummins Advocating for Racial Equity and includes the goal of awarding not less than 75% of the construction-related contracts to Minority-, Women-, Disabled-, and Veteran-Owned Business Enterprises (XBEs). The program funded HomeSmart, the Edge Fund single-family mortgage, to low-income homebuyers of 12 newly constructed houses built on previously vacant properties in the Martindale-Brightwood neighborhood. Intend and its Lift Indy partners market homeownership opportunities to current residents of the neighborhood and provide homeownership counseling for first-time home buyers. Financial support is also available to qualified contractors through the Build Fund home construction loan product, BuildSmart.

Intend, in partnership with Martindale-Brightwood Community Development Corporation and Edna Martin Christian Center, is dedicated to strengthening families in Martindale-Brightwood.



“As an anchor institution in Martindale-Brightwood, Edna Martin Christian Center remains committed to housing strategies that authentically incorporate the will and desires of our neighborhood residents and stakeholders,” said Barato Britt, president and CEO of Edna Martin Christian Center. “The grant we celebrate today further indicates that Martindale-Brightwood is a neighborhood worthy of significant investment. We look forward to working with Intend and Cummins to ensure that alignment is community-inclusive, meaningful, and transformative.”

HomePower Initiative Makes Dreams of Home Ownership Come True

HomePower, an Intend initiative that combines new construction homes and affordable mortgage financing to facilitate homeownership in the Martindale-Brightwood neighborhood, welcomed its first homebuyer in April 2022. Doris Barringer, a longtime Martindale-Brightwood resident, was the first of 12 residents to benefit from the program.

HomePower was designed to create opportunities for equitable neighborhood revitalization. The first phase of HomePower is focused on first-time homebuyers, with a preference given to residents with ties to the Martindale-Brightwood neighborhood. The HomePower initiative pairs a newly constructed home with an affordable mortgage featuring a 2% interest rate fixed for the life of the loan, no down payment, minimal closing costs, and no private mortgage insurance. Intend is engaging local contractors and is on pace to meet its goal of 75% XBE participation across the program.

Intend Indiana has partnered with Martindale-Brightwood CDC and Edna Martin Christian Center as part of Lift Indy to raise awareness of the opportunity and co-host homeownership classes. Participants will learn about the home-buying process and receive resources to help prepare a budget, minimize debt, and manage credit.



HomePower, the **HomeSmart** mortgage, is the single-family home loan purchase product of **Edge Fund**. Intend staff worked with bank partner Merchants Bank of Indiana to create the HomeSmart loan product to address the access to affordable housing for low- to moderate-income households. HomeSmart utilizes the industry-recognized Fannie Mae HomeReady loan product as a base but added a low-interest rate of 2% and removed the private mortgage insurance (PMI) requirement. As part of the HomePower initiative in Martindale-Brightwood, HomeSmart provided its low-interest 1st mortgage combined with a 2nd mortgage funded by Cummins at 0% interest that does not require monthly loan payments and is forgiven by 10% each year over ten years, making homeownership more accessible.

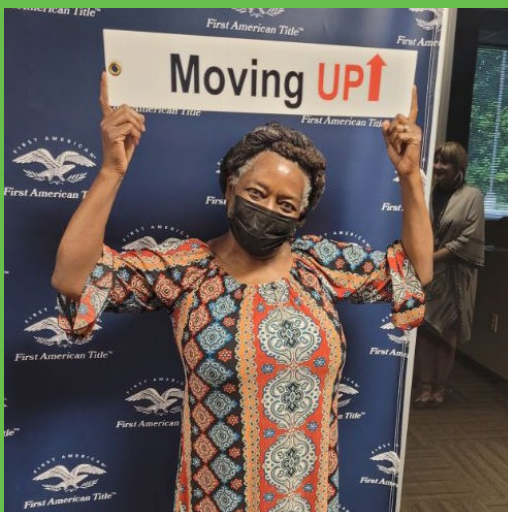
“Intend Indiana program has been pivotal in my process of home ownership,” said HomePower participant Doris Barringer. “With the ebbs and flow of life, I found myself, at 69 years of age, wondering if I would ever be able to afford my own home again. It is so important to me for a sense of stability and security to own my own home. The program was just what I had prayed for. Intend Indiana and Cummins were true to their word, and I am living proof.”

“We are thrilled about the opportunity that has been created for Doris and future Martindale-Brightwood residents,” said Intend Indiana President Stephanie Quick. “Intend Indiana is committed to eliminating barriers to homeownership and revitalizing neighborhoods. Through funding provided by the City of Indianapolis – Martindale Brightwood Lift Indy Award and the Cummins Foundation, we are able to further our goal of creating opportunities to foster generational wealth by preserving and developing high-quality, affordable and sustainable homes.”

Build Fund launched the **BuildSmart** loan product designed to help contractors cash flow the construction of their single-family builds. Intend staff further targeted BuildSmart to XBE contractors who have historically experienced barriers in accessing credit. Contractors already face increasing material costs that were exacerbated by the pandemic. Build Fund made three BuildSmart loans in 2022 to small contracting businesses throughout central Indiana. One of the contractors is a minority-owned and -operated business, and another is a woman-owned and -operated business. BuildSmart finances the builds of single-family housing that is affordable to neighborhood residents to help maintain the affordability of our neighborhoods.

"Intend Indiana program has been pivotal in my process of home ownership."

HOMEPower HOMEOWNERS



Doris



Rocquel



Ashley

HomePower



of New Construction Homes



% of Contracts Awarded to XBE Contractors



Homebuyer Demographics





LAND BANK

Renew Landbank returns abandoned and blighted properties to productive use. Renew Landbank is committed to helping people invest in revitalizing communities through an open, transparent, and straightforward process.

Since 2014, the Renew Landbank has specialized in returning vacant and abandoned properties to productive use. Through dynamic collaboration and thoughtful community engagement, the Renew Landbank has leveraged vacant properties to create vibrant communities. Our impact has provided affordable homeownership opportunities, leveraged private investment, and stabilized neighborhoods hit hardest by discrimination and disinvestment.

Renew Landbank offers technical assistance; landbank management, and consulting and advisory services to cities exploring and wishing to start a landbank.



renew LANDBANK

Returning Vacant & Abandoned Properties to Productive Use

Total Development
Commitment

\$29,580,28

Total Assessed
Value

Total Sales

\$1,051,500

\$4,005,500

Lots Sold

85

148

Applications
Received

7

Applications
Approved

Houses Sold

16

86

Homesteads



BuildFund

Started in 2015, the **Build Fund** is a small business loan fund operated by Intend Indiana and focuses exclusively on helping businesses grow and create jobs. Build Fund is certified as a Community Development Financial Institution (CDFI), which gives us power to generate economic growth and opportunity across Indiana.

The Build Fund has 4 Primary Goals:

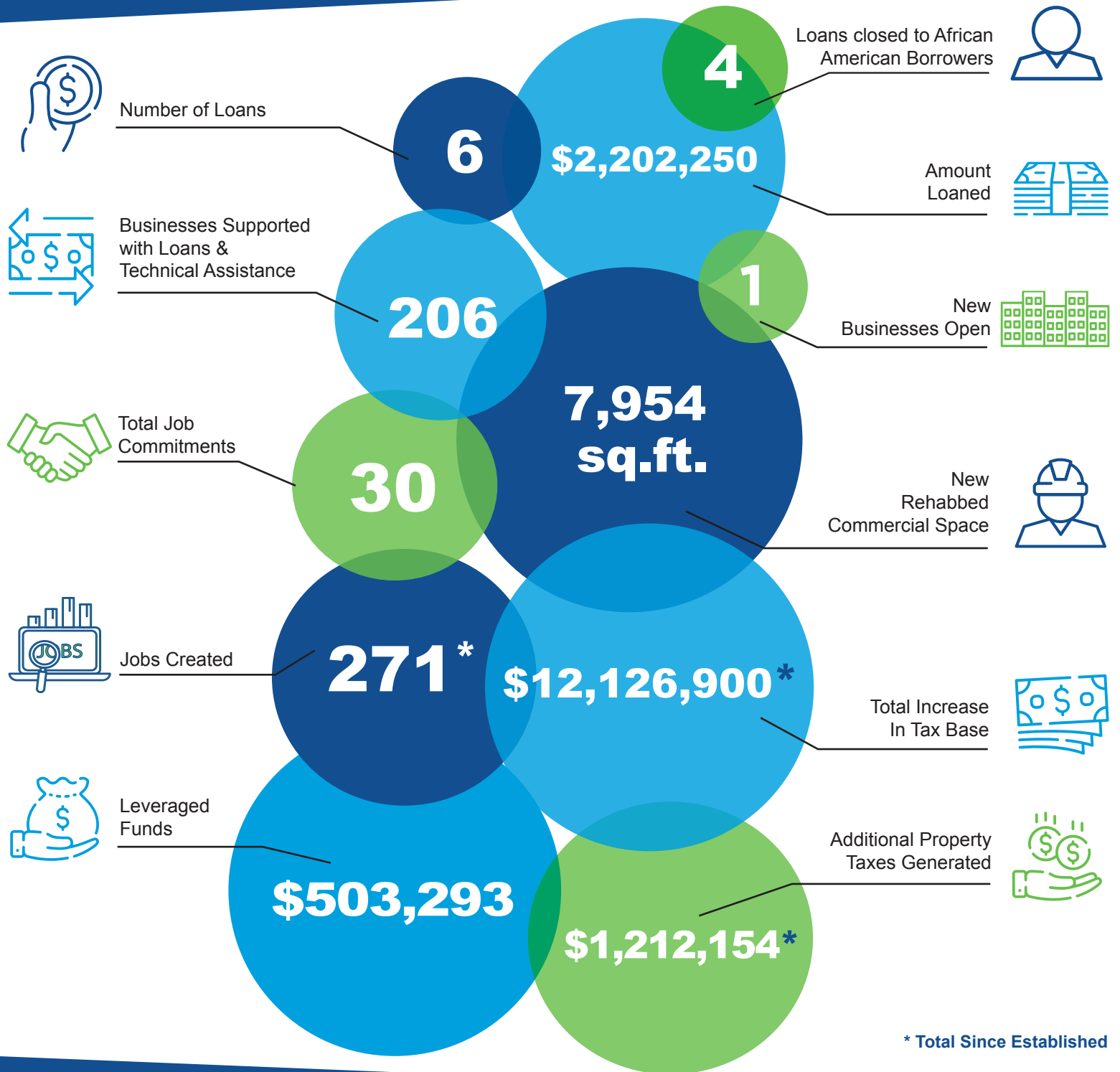
- Create growth and employment opportunities in underserved areas.
- Bring capital investment to developing businesses.
- Generate economic and community development.
- Assist businesses in becoming bankable with traditional financial institutions.

As loans are repaid by borrowers, the funds revolve into new loans. The success of our borrowers is reinvested right back into the community to support the next generation of emerging business.



BuildFund

The Build Fund is a small business loan fund operated by Intend Indiana focused exclusively on helping businesses grow and create jobs. As a certified Community Development Financial Institution (CDFI), the Build Fund connects businesses to flexible, affordable, and responsible funding to generate economic growth and opportunity.



* Total Since Established

BuildFund Establishes New Loan Program, BuildSmart

The Build Fund established a new loan program, BuildSmart. The loan program is geared toward construction companies, developers, and contractors engaged in the construction, renovation, and rehabilitation of quality, accessible end-use owner-occupied housing in Central Indiana.

With flexible terms, competitive rates, and an efficient application process, BuildSmart provides a responsible source of capital to scale the construction industry's ability to better meet the affordable housing need in our community as part of a comprehensive economic development strategy by Intend Indiana.



Key Features

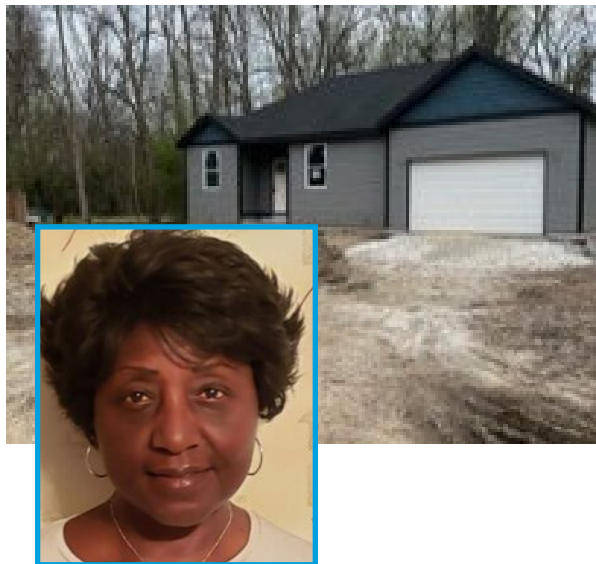
- 12-month maturity from the first disbursement, which can be made up to 90 days after closing, for a maximum note maturity of 15 months.
- Competitive rates starting at 5%, depending on underwriting
- Up to 75% Loan-to-Value ratio depending on underwriting, reducing the amount of equity needed up-front
- Interest-only payments available
- Flat fees
- Apply for funding of multiple properties in a single application

BUILDSMART BORROWERS

Circle City AH LLC

Circle City AH LLC is an Indiana-based Construction and Real Estate development company with 6 years of experience building and rehabbing quality homes around Indianapolis. CCAH has purchased lots from Renew Landbank in the past, and two lots involved in this loan have been purchased from Renew Landbank as well.

ACH will be creating affordable homes for individuals that have been underserved in the Marion County community. Funding this project would result in the creation of 3 new affordable homes in the Build Fund target market.



ACT Development LLC

ACT Development, LLC, founded and owned by Blancha Funkhouser has operated in the Indianapolis area for the past ten years working on both small- and large-scale construction, and repair projects focusing on single-family residential contracting. Blancha has extensive experience in construction, and her skills are complemented by a team of subcontractors, specializing in various areas of construction.

Blancha is our first Black women owned business that Build Fund has had a chance to lend to.

Executive Property Group

Led by Quantrell Turner, Executive Property Group was our first true BuildSmart loan. Located in Hamilton County, EPI is the first Black business owner to use the BuildSmart Loan product.

This BuildSmart loan financed the construction of 3 homes on empty lots, that will be sold at affordable pricing.

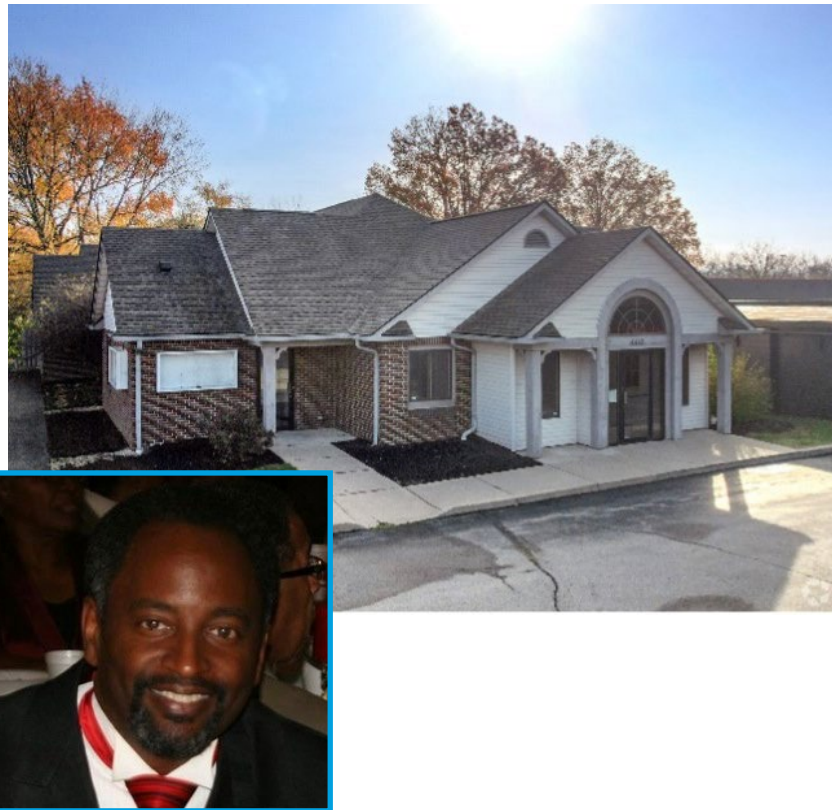


BUILDFUND BORROWERS

Ellis Mortuary

Darryl Ellis, Sr. has been a local leader in the funeral business for over 29 years. For the last 20, his business, Ellis Mortuary, Inc. has been located near East 16th Street in the Martindale-Brightwood neighborhood. Darryl found a new location in the Devington neighborhood that would allow his business to modernize and expand, offering greater visibility, newer construction, and space for two parlors.

Darryl tried unsuccessfully to secure traditional financing, so he reached out to the Indiana Small Business Development Center for help. The ISBDC helped him prepare financial statements, a business plan, and proformas to support an application for financing. ISBDC also connected Darryl to Build Fund to assist with an acquisition loan for the purchase of the new location. Build Fund was able to provide a combination of grant and loan funds as part of the real estate assistance for black-owned businesses with financial support from the Local Initiatives Support Corporation (LISC) and Cummins through their Cummins Advocating for Racial Equity (CARE) initiative. Ellis Mortuary is the first black-owned business to receive funds from this initiative.



Urban Property Group

\$250,000 for new construction of a 1423 square foot modular home to serve as UPG offices and as a model home for future sales and the equipment cost associated with established a setup crew to assemble and finish modular homes onsite. Other activities not funded by the Build Fund include the buildout of the UPG website and site acquisition for the model home/office.



Circle City Sonorans

Circle opened in 2015 as a small operation primarily producing kombucha, a fermented tea beverage, in a 2,000 square foot building and through a combination of private debt financing and significant equity investment expanded to their current 14,000 square foot facility on East Washington St. in 2019. Circle currently employs 15 full-time employees, 3 full-time contractors, and 19 part-time employees.

Circle borrowed \$800,000 for an expansion of their beverage business and committed to hiring 30 employees within 3 years due to the Build Fund loan.





edgefund

The **Edge Fund** is a mission-driven lender that is focused on offering flexible financial products that create diverse and inclusive affordable housing opportunities across the housing spectrum.

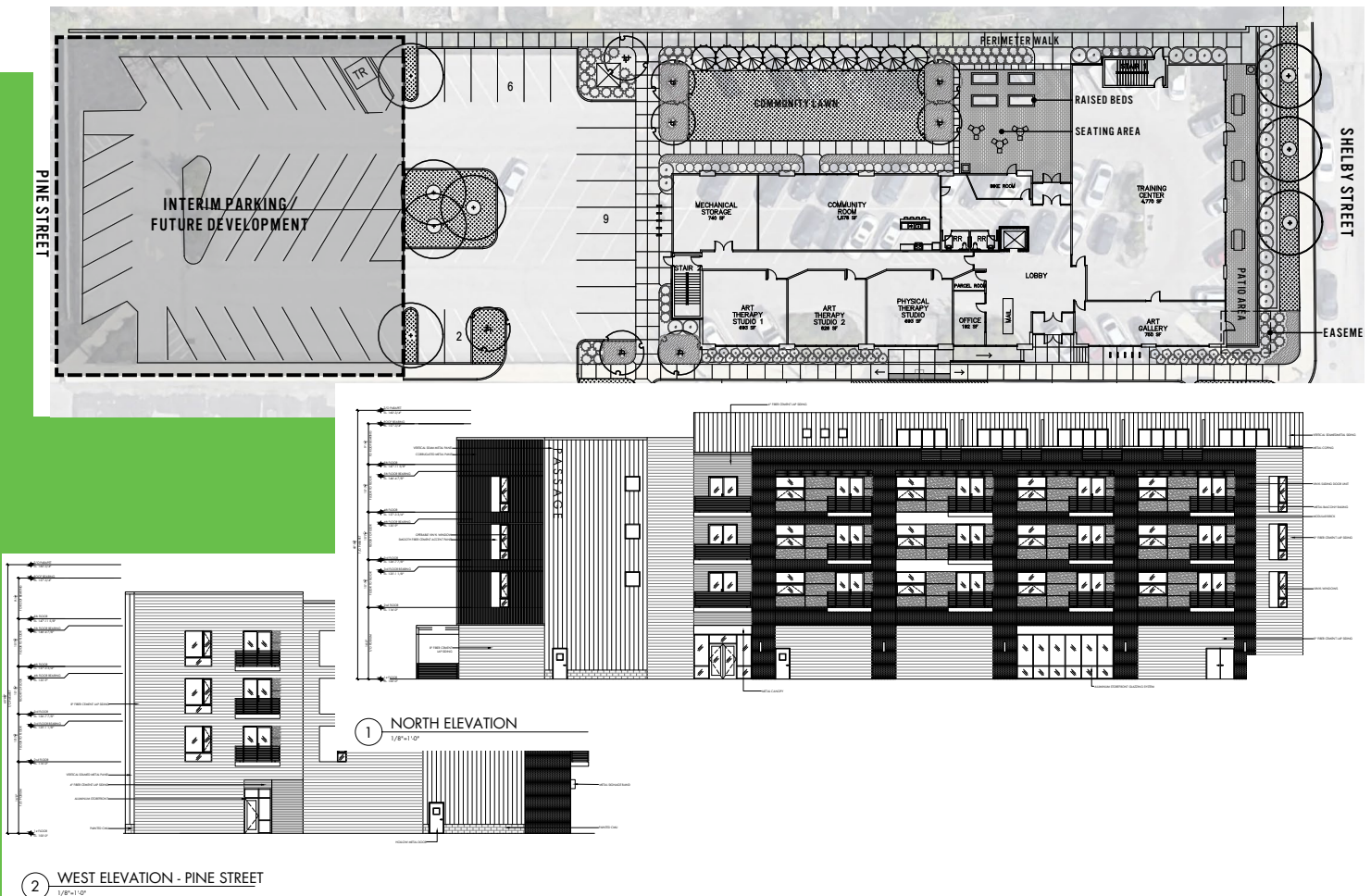
The importance of quality, affordable housing in Indiana is undeniable. That's why the mission of the Edge Fund is to promote resilient communities by investing in high-quality housing opportunities available to all people regardless of income.

BRIDGE SMART BORROWERS

Edge Fund is proud to be part of a dedicated group of partners that made the BridgeSmart Bridge Loan possible. IHCD's and Intend Indiana's partnership emphasizes the good work that can be accomplished through private and public partnerships. Thanks to partnerships with multiple public and private organizations Edge Fund financing has preserved 179 affordable housing units.

The Passage

Englewood Community Development Corporation (ECDC) utilized Edge Fund's Equity Bridge Loan for the Passage Development. Edge Fund loaned \$3 Million to ECDC in 2022 to construct the Passage located at 50 Shelby Street, Indianapolis, IN. The Passage will provide 39 units of affordable housing for low-income individuals and those with intellectual and developmental disabilities (IDD). Eight units will be set aside for permanent supportive housing units which will be integrated throughout the development. ECDC partnered with Noble of Indiana, a highly regarded service provider for individuals with IDD, to provide career services to the community and to individuals of all abilities. The development is set to be completed in the third quarter of 2023.



HOMESMART HOMEOWNERS



Nathlie

Nathlie didn't think an affordable home was out there. But with the help of Intend Indiana, she found the ideal space for her and her family.



Sherri

When at first you don't succeed, try, try again. Sherri hadn't had much luck in the housing market—that is, until her aunt recommended Intend Indiana. Now she's in a wonderful neighborhood with a short commute to work.

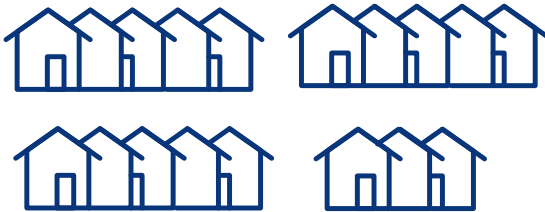
HomeSmart

HomeSmart is a single-family mortgage product for low-to moderate-income borrowers.



of Closed Loans

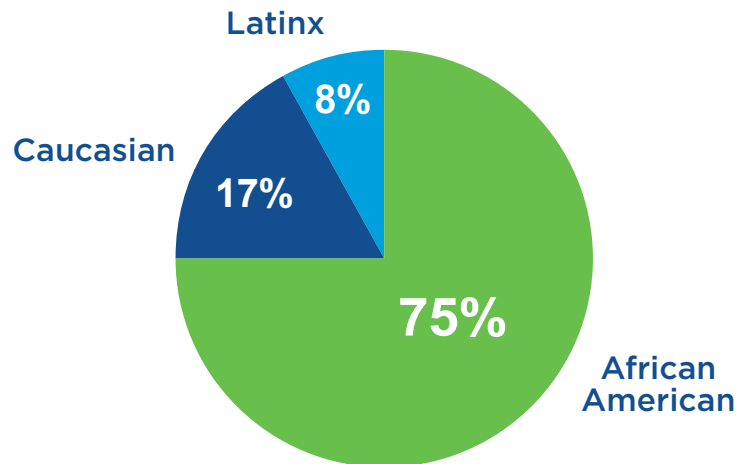
18



Value of Closed Loans

\$1,446,370

Client Demographics



% of loans closed to

Below 80% AMI Buyers

100%



IndyAMP

The **Indy Affordable Modification (IndyAMP)** Program allows homeowners living in areas adversely affected by COVID-19 to refinance mortgage debt at a below-market interest rate for up to 30-years. **IndyAMP** allows owners to remain in their homes, become current with their mortgages, and lower their monthly payment.



Intend Indiana Announces More Than \$2.6 million in Loans Awarded to Marion County Homeowners Through IndyAMP COVID-19 Mortgage Refinance Program Ownership Come True

Started in 2021 as an emergency response tool for those struggling to pay their mortgage due to the pandemic, IndyAMP allows homeowners to become current with their mortgages, remain in their homes, and lower their monthly payments.

“This innovative program is a direct result of collaboration from many organizations and stakeholders,” said Steven Meyer, CEO of Intend Indiana.

“As the pandemic progressed, we all felt the urgent need to help homeowners stay in their homes, and we are grateful to our partners and funders for their rapid response.”

The IndyAMP program is funded through a grant from the City of Indianapolis, and administered in partnership with Merchants Bank of Indiana, Stock Yards Bank & Trust, and Woodforest National Bank. Integral to the process is nonprofit organization, Kheprw Institute, which provides full-service outreach and direct client support, including prescreening for applicants and guidance through the entire application process.

“Housing is such a challenging issue to address and the pandemic has only made things worse,” said Alvin Sangsuwagul, Project Manager, Kheprw Institute. “The IndyAMP program has met those who have faced adversity with compassion, resources, and greater flexibility than traditional financial institutions have been able to offer, and we’re working to make sure that the program is serving our community.”

The IndyAMP program allows homeowners affected by COVID-19 to refinance mortgage debt – including late payments and fees – at a below-market interest rate for up to 30-years. The program is open to existing Marion County homeowners who owe between \$20,000-\$200,000 on their home.

To date, IndyAMP has assisted 19 households facing financial hardships to remain in their homes. Homeowners who have been through the program are saving an average of \$170 on their monthly mortgage payment, which translates to nearly \$61,000 in savings over the 30-year mortgages. Altogether, the first round of homeowners to go through the program will save more than \$1.1 million over the lives of their loans.



IndyAMP

The IndyAMP Program allows homeowners who have been or live in areas adversely affected by COVID-19 to refinance mortgage debt at a below-market interest rate for up to 30-years. IndyAMP allows owners to remain in their homes, become current with their mortgages, and lower their monthly payment.



of Closed Loans



Value of Closed Loans

\$1,187,331

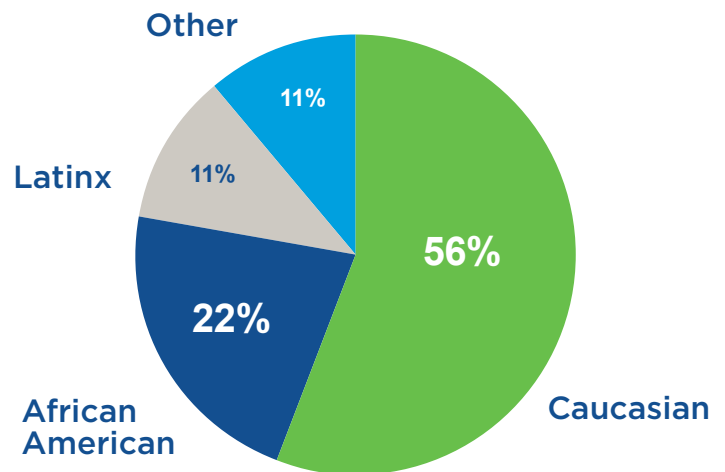
% of loans closed to

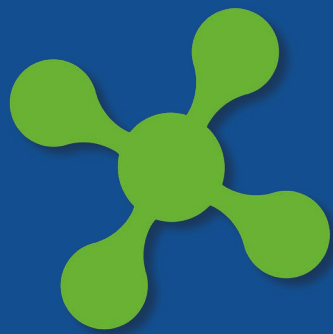
Below 80% AMI Buyers

56%

Between 80-120% AMI 44%

Client Demographics





INTEND INDIANA

**Connecting People
To Opportunity**

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