



2018 was huge for LISC Greater Cincinnati. In the fall we announced the launch of the Cincinnati Access Fund, a \$3.5M loan fund with the City of Cincinnati and Fifth Third Bank designed to provide access to capital to women and minority owned businesses. This groundbreaking fund will allow LISC to facilitate access to economic opportunity for business owners who might find challenges in the traditional lending market. Additionally, we supported seven small businesses throughout the community with Kiva loans totaling \$45,000. A Kiva microloan of \$5,000 helped Yadira, owner of Perfect Cleaning Touch, to buy specialty equipment to expand her cleaning business and invest in targeted advertising for new commercial clients.

The 100% Housing initiative led by LISC and ULI convened 70 stakeholders and surveyed over 10,000 vacant parcels in Hamilton County with the goal of identifying models to stimulate the redevelopment of vacant or unoccupied real estate while simultaneously addressing the housing affordability issue.

Our role as one of the country's leading community development financial institutions allowed us to bring capital to several critical development projects, including \$5.2M for the exciting redevelopment of the Paramount Square area of Walnut Hills. Additionally, we financed the acquisition of a multifamily housing portfolio, preserving over 1,000 units of affordable homes for families around Cincinnati.

Our signature place based strategy, Place Matters, surpassed \$11M in investment since 2007 in seven neighborhoods in Cincinnati & Northern Kentucky. LISC provided technical assistance and support in Norwood and Avondale for community visioning processes led by residents, known as Quality of Life plans. These plans allow residents to guide and shape the future of their own neighborhood.

As we look to 2019, we will continue to build on the successes we achieved last year. As a result of our efforts to shine a light on the housing affordability issues in our region, LISC will convene partners, including the City of Cincinnati and several County jurisdictions, to develop a comprehensive housing strategy for our community. This missing component will allow our community to come together around a unified vision to address our affordable housing crisis in a cohesive way.

As we build on our platform of economic opportunity, we will continue to build relationships with the network of small business support partners in the community, including the Small Business Administration, African American Chamber of Commerce, Latina Entrepreneur Academy, MORTAR, and GCMI. We will deploy \$5M in small business and community development loan capital to support economic opportunity, affordable housing, and neighborhood business corridor development, with special focus on women and minority-owned businesses.

LISC Cincinnati recognizes the impact of state and local policy on local communities, and works with a variety of partners and advocates from around the state of Ohio to advance smart policies that improve housing affordability. Locally, LISC supports housing policy efforts, including the creation of an Affordable Housing Trust Fund, Housing Court, and eviction prevention efforts.

We are excited to continue to have support from key partners across our community as we push forward this ambitious agenda.

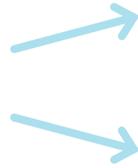
Sincerely,

Kathy Schwab
Executive Director

2018 ANNUAL REPORT

LISC investment in Greater Cincinnati and Northern Kentucky

\$9,327,172



\$2,136,088

in grants awarded



\$7,191,084

in development financing



\$3.5 million

in the Cincinnati Access Fund for women and minority owned businesses



7

Kiva microloans to support small businesses

100

convenings hosted to build capacity



393



Bridges to Career Opportunities participants placed in jobs

72,796

sq. ft. of commercial space



1,203

new/rehabbed housing units



PLACE MATTERS



leveraged **\$18,983,262**

2 Community-led Plans Avondale & Norwood



8 neighborhoods

Avondale
Bond Hill & Roselawn
Covington
Madisonville
Newport
Price Hill
Walnut Hills
West End



6,181

volunteers engaged in community, health and education activities

127

new partnerships



LISC AS A CONVENER

100% Housing was one of LISC's major projects during 2018, in partnership with the Urban Land Institute (ULI), the initiative focused on simultaneously addressing housing affordability and vacancy. LISC played an important role not only as a thought leader on housing but also as a convener. Lydia Jacobs-Horton, Executive Director of ULI Cincinnati and Jessica Powell, Vice-President of the Landbank shared how working with LISC was, and continues to be, valuable to further the project.

Q: What were the LISC strengths that made 100% Housing successful?

LJH: LISC is an amazing connector of community interests and the people who support community growth and improvement. When Kathy Schwab, Executive Director of LISC Cincinnati, approached ULI about partnering on the 100% Housing initiative, I knew the longstanding quality and commitment of LISC's work would bring quick credibility to a joint program. LISC was key to not only bringing the right people to the table, but also growing engagement to over 70 active participants in just a few months.

JP: Without question, the entire 100% Housing effort would not have happened without LISC. LISC has a unique ability to see the different efforts and issues that are brewing in our community, and identify future next-steps and strategies. For 100% Housing, LISC brought their relationships, in-depth knowledge and reliability. This served the 100% housing project well - by helping it leverage external resources, garner community buy-in, and get large participation.

Q: What were some key achievements LISC supported?

LJH: LISC started with the facts: the 2017 Housing Affordability Study showed a 40,000 gap in units affordable to the lowest income families as well as an estimate of 40,000 vacant units in Hamilton County. To begin solving this big problem, LISC assembled local community leaders, brought in technology

frontrunners, such as Loveland Technologies, applied expertise in grant funding and drove executional excellence to ensure our multi-disciplinary team was delivering a program that would be sustainable.

JP: Quality updated data about vacancy in Hamilton County that will inform equitable redevelopment moving forward.

Q: How do you envision the partnership growing in the future?

LJH: LISC's partnership with ULI is uniting individual efforts around a single vision and creating something big. From the start of 100% Housing, we quickly determined the strengths of our respective organizations and developed a program that seamlessly put 70 people to work against a common objective - closing our affordable housing gap. This partnership will continue as citywide planning around housing becomes better defined. We have discovered a working relationship that can deliver significant value to the community and look forward to continue building on it.

JP: The Port cannot do its work effectively without having strong and competent partners like LISC. We look forward to working with LISC (and GCF) on its efforts to develop a Community-wide Affordable Housing Strategy. We also anticipate that LISC's efforts will be vital in helping the Landbank identify parcels for acquisition and redevelopment.

