

## FACT SHEET

Mercy Loan Fund (MLF) is a 501(c)(3) non-profit corporation, certified by the U.S. Treasury Department as a Community Development Financial Institution (CDFI). CDFIs are specialized financial institutions that work in market niches that are underserved by traditional financial institutions. MLF is a subsidiary of Mercy Housing, Inc., a national affordable housing developer, that was formed in 1983 and made its first loan in 1985. The mission of MLF is to work nationally with socially responsible affordable housing and community developers, providing innovative financing arrangements for credit-worthy projects for which conventional financing is not available or affordable.

MLF's loans ultimately serve the economically poor – individuals and families with incomes less than 80% of the Area Median Income, and often less than 50% of AMI. These include the working poor, seniors, farm workers, formerly homeless individuals, and people with special needs.

Total Loans	Total Amount Loaned	Historic Default Rate	Total Leveraged	States	Residents Housed	Units Financed
532	\$357 Million	0.50%	\$2.97 Billion	40	67,900	27,300

### Impact Highlights

	2014	2015	2016	2017	2018
Average Outstanding Loan Amount	930,421	808,259	882,232	1,053,286	1,130,104
% Loans Closed Serving Households at < 50% Area Median Income	27%	53%	30%	47%	31%
Number of Housing Units Financed	1,186	1,636	2,218	1,061	2,175
Number of Low-Income People Housed	2,473	3,282	4,212	1,913	4,648
Development Dollars Leveraged	121,327,298	193,051,735	276,537,123	256,870,316	568,725,699
Annual Household Savings (Annual Market Rent - Annual Restricted Rent) x Number of Units	3,056,272	5,514,576	7,688,332	5,206,443	23,924,500

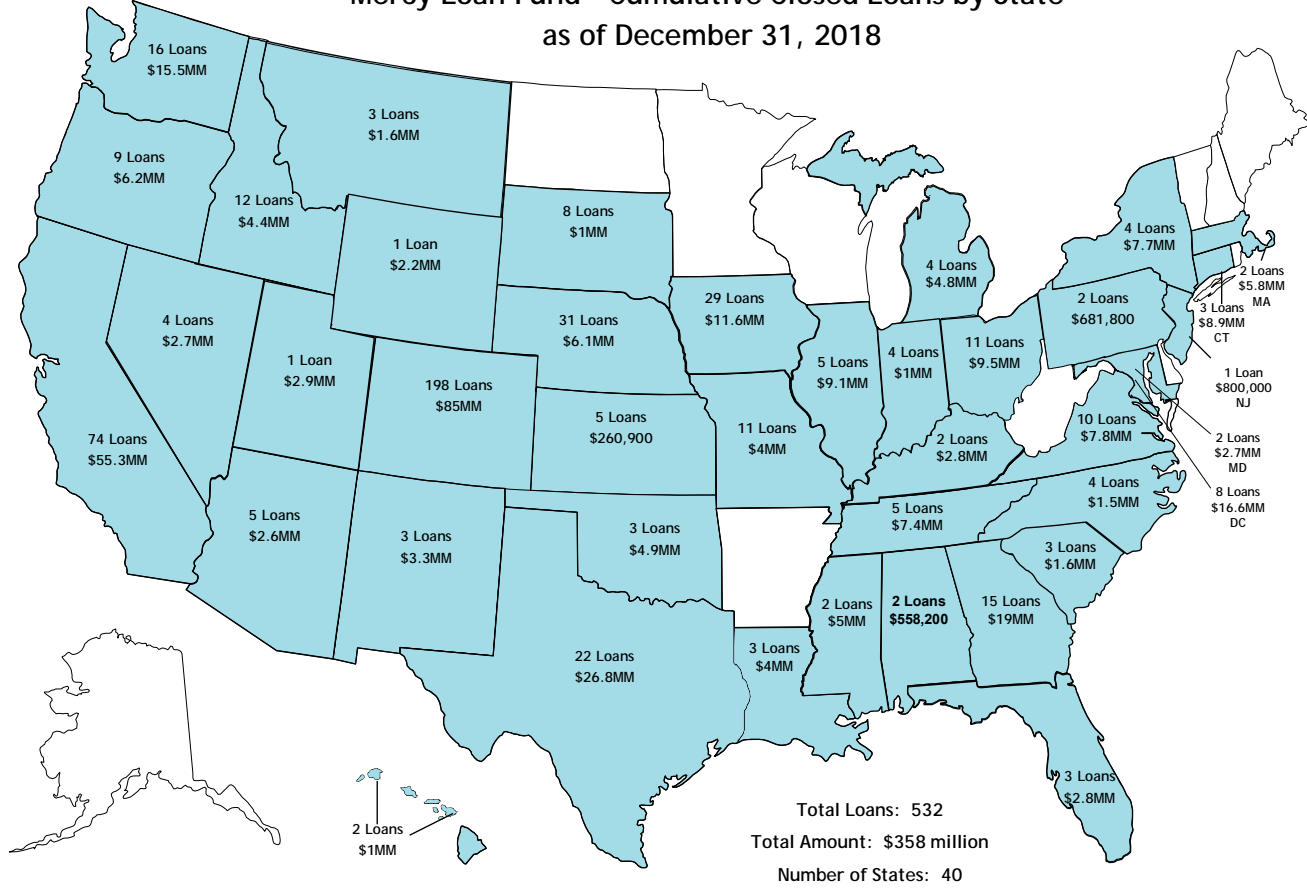
### Financial Highlights

	2014	2015	2016	2017	2018
Total Assets	51,826,564	55,571,046	61,384,342	66,019,514	76,754,398
Loans Outstanding (Average)	36,000,000	46,000,000	50,000,000	53,000,000	68,000,000
Deployment - Loans Outstanding	83.3%	83.5%	76.7%	95%	97%
Net Asset Ratio (Net Assets/Total Assets)	24%	25%	27%	33%	31%
Delinquency Rate (90+ Days Past Due)	0%	4.54%	0%	0%	0%
Non-Accrual Rate	7%	5%	0%	0%	0%
Self-Sufficiency Ratio (Earned Revenue/Expenses)	106%	125%	130%	156%	148%
Total FTE Staff	7.8	7.8	7.8	7.8	7.8

### AERIS® Rating

Analysis Date	Impact Performance Rating	Policy Plus	Financial Strength and Performance Rating
11.31.2018	★★★	Yes	AA+

## Mercy Loan Fund - Cumulative Closed Loans by State as of December 31, 2018



### MERCY LOAN FUND LENDING TEAM

#### Jason Battista, President

Jason Battista joined Mercy Loan Fund in 2009. He has proven adept at balancing the mission and the business in several roles, including: Underwriter, Senior Underwriter, Director, and National VP. As the President of MLF, Jason manages the underwriting, asset management, portfolio management, and servicing teams. In addition, he is responsible for strategy, planning, and budgeting for the fund. In 2015, the Denver Business Journal awarded Jason their prestigious 40 Under 40 award. Jason previously worked as a Banking Officer for FirstBank Holding Company, the largest private bank in Colorado, specializing in commercial real estate underwriting. He holds a BS in Finance from the University of Northern Colorado, an MBA from the University of Colorado, and a certificate in 'Advance Real Estate Finance' from MIT.

#### Stefanie Joy, Lending Vice President

Stefanie joined Mercy Loan Fund in October 2012 after spending almost two years with Mercy Housing as a Senior Financial Analyst. She worked as a Senior Loan Officer for over two years before becoming Lending Director. As Lending Director, Stefanie manages all of the lending functions including underwriting, closing and business development. Previously, Stefanie was a Commercial Real Estate Analyst at Grandbridge Real Estate Capital, a national company that arranges permanent commercial and multifamily real estate loans. She holds a BA in Finance and Real Estate and Urban Analysis from Ohio State University.

#### Adam Kopp, Senior Loan Officer

Adam joined Mercy Loan Fund in December 2012 as an Asset Manager. He took on additional responsibility for underwriting loans and became a full-time loan officer in October 2014. As a Senior Loan Officer, Adam is responsible for originating, underwriting and closing loans. Adam came to Mercy Loan Fund from UDR, Inc., a multifamily real estate investment trust. He holds a BA in Political Science from Dickinson College in Carlisle, PA, and a MS in Real Estate and Construction Management from the Daniels College of Business, University of Denver.



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