



Community Focused Capital

Regions Served: Virginia

Lending Focus: Multifamily and Commercial & Industrial

Status: CDFI

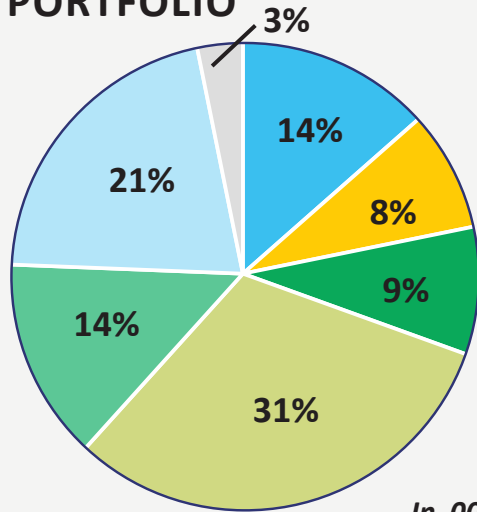
Website: www.locusimpact.org



U.N. Sustainable Development Goals *

Founded in 2006, Locus partners with mission-driven organizations to drive community development in affordable housing, small business, commercial real estate, healthy food systems, and clean energy across Virginia. With a mission to create equitable access to capital, Locus combines national, state, and local investments. Initially established in 2006 with support from the Commonwealth of Virginia and then-Governor Mark R. Warner, Locus now oversees several social enterprises, including Locus Bank, Locus Impact Fund, Locus Capital, and the Community Investment Guarantee Pool (CIGP).

TOTAL OUTSTANDING PORTFOLIO



In 000's

Construction & Land Development	\$ 34,789
Farm	\$ 21,362
Single Family	\$ 22,472
Multifamily	\$ 80,271
Commercial Real Estate	\$ 35,938
Commercial & Industrial	\$ 54,605
Other	\$ 8,184
TOTAL:	\$ 257,621

Since its founding, Locus Bank has generated over \$2 billion in impact in local communities. It continues to address inequities through lending, programs, investments, and consulting.

IMPACT REPORT: REVITALIZING RICHMOND

Locus Bank partnered with Atlantic Union Bank to provide acquisition and construction financing for Planet Apartments, creating 67 units of affordable rental housing in the Jackson Ward neighborhood of Richmond. The Better Housing Coalition collaborated with the city to acquire a vacant lot in this historic area, addressing the need for infill development and increasing housing supply.

Named after the African American newspaper founded in 1882 by 13 formerly enslaved men, the Planet Apartments honor Jackson Ward's rich history and cultural significance as a center of African American culture in Richmond.



Source: Call Report Data at 12/31/2023

*Adopted by the UN in 2015, the Sustainable Development Goals (SDGs) are 17 integrated targets aimed at ending poverty, protecting the planet, and ensuring peace and prosperity for all by 2030.

2023 SNAPSHOT LOAN ORIGINATIONS



50
TOTAL LOANS



13
CONSTRUCTION & LAND
DEVELOPMENT



4
FARM



2
SINGLE
FAMILY



2
MULTIFAMILY

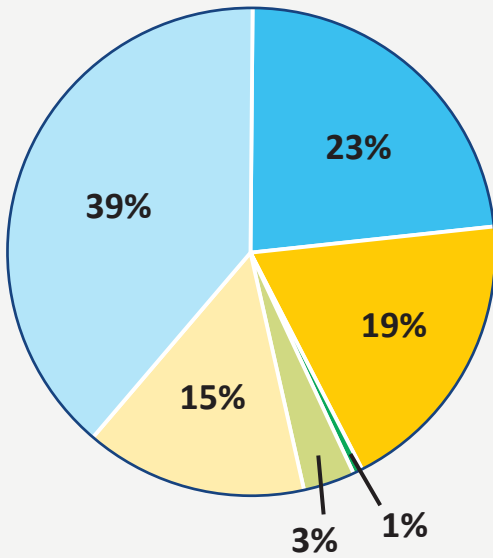


7
COMMERCIAL
REAL ESTATE



22
COMMERCIAL
& INDUSTRIAL

TOTAL PERCENTAGE OF LOAN ORIGINATIONS



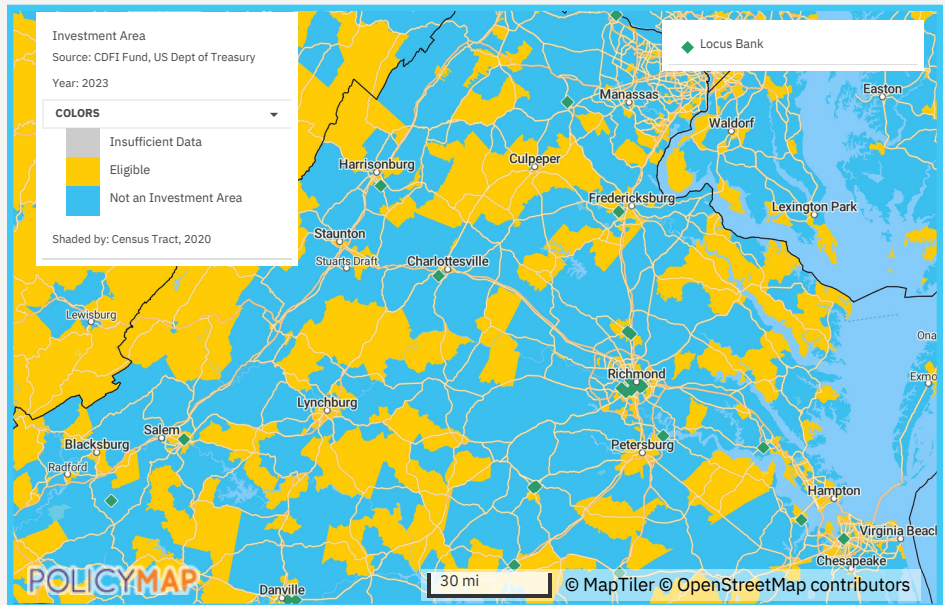
Powering the Future



Locus Bank provided financing to, Flywheel Development, to construct eight DC “Solar for All” commercial solar projects, providing over 1 megawatt of free solar energy for 15 years to 200 low and moderate-income households. This project supports sustainable building projects that focus on resiliency and equity. Flywheel has completed over 49 projects in DC and Maryland. Additionally, Flywheel is installing solar systems across 11 properties in Northeast DC, generating 1.7MW of solar energy and reducing energy costs for approximately 500 households.

2023 LOAN ORIGINATIONS

	<i>In '000's</i>
Construction & Land Development	\$ 24,218,792
Farm	\$ 20,000,000
Single Family	\$ 650,000
Multifamily	\$ 3,580,100
Commercial Real Estate	\$ 15,466,150
Commercial & Industrial	\$ 40,672,296
TOTAL:	\$ 104,587,338



Source: 2023 Locus Loan Originations

IMPACT HIGHLIGHTS FY2023

1 \$104,587,338



TOTAL LOANS
ORIGINATED

2 \$2,091,746



AVERAGE
LOAN SIZE

3 279

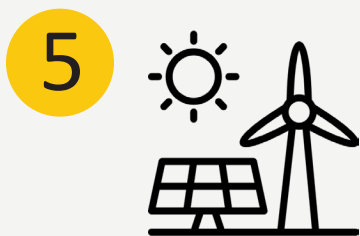


JOBS SUPPORTED

4 1061



AFFORDABLE HOUSING
UNITS FINANCED
(<80% AMI)



9.09 MW
MEGAWATT OF CLEAN
ENERGY CAPACITY
FINANCED

BORROWER PROFILE

64%

Loans were in
Low or Moderate
Income Areas

72%

Loans were in
CDFI Investment
Areas

27%

Loans were
in Rural
Areas