



STAYING

COMMUNITY DEVELOPMENT CORPORATION OF LONG ISLAND 2020 ANNUAL REPORT

CONNECTED

DEAR PARTNERS, WHEN THE CORONAVIRUS PANDEMIC LOCKDOWN BEGAN IN MARCH 2020, EVERY DAY FELT LIKE A YEAR.

Our staff were sent home. Our Homeownership Center was closed. Counselors could not meet in person with their clients. Construction, renovation, and rehabilitation work was put on pause through executive order. And some of our staff, partners, family members, and customers fell ill with the virus. CDCLI's work helping Long Islanders find safe and secure homes was thrown into crisis, just when it mattered more than ever.

But when it mattered, the people who have always made CDCLI strong came to the rescue. Our board affirmed its belief in our mission and our team, deciding against layoffs or furloughs. With their support, we pulled out a whiteboard and mapped a strategy

for keeping our services in place while adhering to guidelines and protocols to protect our health and the health of our partners and customers.

We all learned to use laptops and tablets. We got good at Zoom. And we accelerated the online transition we'd already been planning to make our programs easier to access.

For the first time, people could enter our housing lottery on their cellphone. Instead of having to come down to the office for help filling out forms, clients could call a cloud-based phone line for help in English, Spanish, or Creole. First-time homebuyer orientations were moved online.



Thanks in part to these new technologies, we were able to boost participation in many of our existing programs, started some new ones, and invested more money than ever before in our communities in 2020: some \$210 million worth of loans, rental subsidies, home improvements, 174 new units of affordable housing, and all the training and counseling that helped keep 17,783 Long Islanders safe at home.

At this writing, there's reason to hope New York has turned the corner on Covid-19, but there's no doubt this pandemic will have lasting repercussions. The lockdown and pandemic restrictions have been traumatic for many older adults, for essential workers, and for financially constrained residents. They include the single working mother whose child has developed behavioral problems after being stuck at home; the homebound senior, lonely and depressed living in isolation; the bus driver who drives three hours to work because the pandemic has pushed home prices out of reach; and the unemployed cashier who is now so many months behind on the rent that catching up seems hopeless.

Going forward, CDCLI and its partners are finding new ways to address these impacts. We're teaming up to help with rent arrears. We're working to provide more generous down payment help, and can offer more flexible forms of rental assistance to support our neighbors in all the ways they've found to house themselves. And CDCLI continues to work with local governments and communities on creating the diverse housing opportunities necessary to meet their needs.

The ripple effects of COVID-19 will be felt for years. Now, it's more important than ever for us to open our eyes and reach out a helping hand to our neighbors.

GWEN O'SHEA
CDCLI President & CEO

JAMES COUGHLAN
CDCLI Board Chair
TRITEC Real Estate Co., Inc.

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STAYING CONNECTED: TECH TO THE RESCUE

In 2019, when CDCLI announced our plans to shift more services online, we never imagined a global pandemic would force us to do it almost overnight. But sometimes crisis creates opportunity. Today, CDCLI programs are almost entirely online.

When the COVID-19 pandemic hit, our team quickly adapted by recognizing that the future of the modern workplace was going to forever change and our technology had to shift to meet the demands of remote work. In a short period of time we were able to successfully transform our organization—going digital was necessary in this new reality.

ONYEKA OBASI

Vice president, Marketing and Development

When the pandemic lockdown was put in place in March, we had to suspend some of our programs, like our Home Improvement & Optimization programs, entirely for three months. But as an essential service for the region, CDCLI kept staff working at its Centereach office on a staggered schedule. Most of us worked from home, doing outreach, coaching, classes, and even virtual property inspections on laptops and cellphones.

We launched new outreach campaigns on Facebook, Twitter, Instagram and radio, and

our customers worked with us online and on the phone. Many of our homebound seniors received regular outreach via text messaging. We held our first virtual fundraiser, and traditionally in-person events like our Vineyard View Lottery went online, drawing more participation than ever before.

COVID-19 taught us a lesson: Why ask anyone to enter a waitlist by mailing in a paper form when they could apply on their cellphone sitting in their car? Why ask them to find a sitter and drive to Centereach for a homebuyer orientation when they could do that session on a laptop or phone on their sofa at home? Those in-person homebuyer orientations usually draw 25

people, but the online version attracted 100.

Behind the scenes, we integrated our internal systems to make our grant and donor tracking more efficient, and our online services seamless and user-friendly.

But we never lost sight of the digital divide that has left marginalized individuals and households struggling to stay connected in an increasingly wired world. Throughout 2020 we found ways to reach and serve our customers whether or not they had access to technology. Post-pandemic, that commitment will not change.

CDCLI 2020 : STRENGTH IN NUMBERS

17,783 people served despite pandemic-related office closures with help from a cloud-based phone system

1,294 individuals attended orientation, completed homebuyer education, and 1:1 counseling

107 individuals completed Financial Fitness, Health & Wealth on Zoom

Watching CDCLI
President, Gwen O'Shea,
speaking at the live
stream Vineyard View
lottery in 2020.



CONNECTING HOMEBUYERS WITH LENDERS: CLOSING THE DEAL

2020 was a record-breaking year for lending at CDCLI. Even as many were thrown out of work when COVID-19 closed businesses across the region, others looked to take advantage of historically low interest rates. A reorganized, experienced lending team at CDCLI moved quickly to meet this demand, and we significantly exceeded our first-home purchase projections.

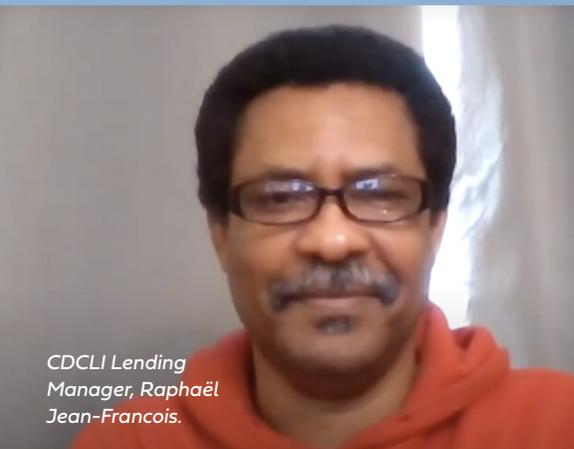
The biggest challenge for our customers during the pandemic was the booming homebuyer market. That meant not just higher home prices, but bidding wars. Buying a home has long been challenging for hard

working individuals and families, but CDCLI was there to reduce those barriers. In 2020 we redesigned our down payment assistance package, increasing the maximum loan size from \$10,000 to \$75,000 for anyone buying a home priced below \$500,000.

The near future is likely to be frustrating for recipients of CDCLI's voucher homeownership loans, a product designed to allow Section 8 rental voucher recipients to transition to homeownership. They are simply being outbid in the current market, but down payment assistance lending continues to take off.

We have the combined experience to really make it work—carrying out the solicitation and the processing of loans, the underwriting, and the closing of the files. [We are] moving things faster.

RAPHAËL JEAN-FRANCOIS
Lending Manager



CDCLI Lending Manager, Raphaël Jean-François.



CDCLI 2020 : STRENGTH IN NUMBERS

118 families bought their first home, totaling **\$41 million** in purchases

54 loans totaling **\$1.8 million** assisted individuals with down payments and home improvements

3 Suffolk County Landbank Corporation homes renovated and sold to first-time homebuyers.



STAYING IN THEIR HOMES: RENTAL ARREARS AND EVICTION PREVENTION

When COVID-19 forced restaurants and small businesses to shut their doors last year, untold numbers of workers were suddenly unemployed, watching the pile of bills get bigger and bigger as the months passed with no idea how they'd ever catch up on their rent.

So in 2020, CDCLI began a \$6 million program with Nassau County offering forgiveness for up to three months of unpaid rent. NeighborWorks America gave aid for residents within CDCLI's rental portfolio, and Newsday Charities helped Wyandanch Village's non-CDCLI tenants. Other aid came from TD Bank through its 2020 Housing for Everyone competition. The program sits within our Homeownership Center, where our counselors are ready to share the latest information on government assistance programs, eviction moratoriums, rental relief, tenant rights, and federal procedures.

But the people who might benefit from that assistance were slow to ask for it at a time of growing anxiety about the scale of unpaid rent, and amid widespread mistrust and confusion about government plans. So CDCLI has increased its spending on outreach, even knocking on doors to let more people know about the available aid.

CDCLI 2020 : STRENGTH IN NUMBERS

307 homeowners received foreclosure mitigation counseling

46 homes were retained

20 senior citizens received reverse mortgage counseling

Rental Arrears and Eviction Prevention Counseling Program launched to support families affected by COVID-19: **\$6 million** in Nassau County in 2020 and extended to the Town of Babylon in 2021

THE HUMAN CONNECTION: PERSON-TO-PERSON OUTREACH

Internet technology was a lifesaver when the pandemic struck in 2020. But there's no substitute for the work we do in real life with person-to-person resident services, and building and renovating safe and secure homes to live in.

For our homebound seniors and disabled residents, isolation was especially stressful during the lockdown months, leading to loneliness and depression for more than a few. Our resident counselors

reached out with text messages and phone calls to check in and connect them with mental health care, while volunteer Peer Health Ambassadors made sure groceries and other help were arriving. Eventually, residents could gather with physical distancing for guests who appeared on Zoom in the common room. But until vaccines were widely available, elderly customers were reluctant to return to their old social lives, which made 2020 a stressful year.



Jeff Ehlers delivers Red Cross donated masks

How important is chitchat? In business, we don't really value it. But going through the pandemic, that chitchat is what keeps these residents healthy—that conversation, that talking, that one-on-one is what helped them through.

APRIL LOWRY
ROSS Service Coordinator,
Hempstead Housing Authority



CDCLI 2020 : STRENGTH IN NUMBERS

1,964 hours invested by Resident leaders on leadership development, peer assistance and community work

366 seniors received on-site wraparound services with social distancing, to support healthy aging in place

40 homeowners received rehabilitation and accessibility improvements.

174 new multifamily units completed and

45 units plus commercial space are in pre-development

11 CDCLI rental homes received significant rehabilitation and green improvements—including new wastewater septic treatment systems

281 homes received weatherization improvements



April Lowry, ROSS Coordinator and Bradley Hinton, a Peer Health Ambassador at an event hosted by the Hempstead Housing Authority to gather responses to the Community Needs Assessment Survey.

STAYING THE COURSE: NEW HOMES AND RENOVATIONS

Two new multifamily developments—Wyandanch Village (124 units) and Vineyard View (50 units) were completed in 2020, providing affordable rentals for 174 families. A third, Port Jefferson Crossing (45 units plus commercial space), is in pre-development.

After a three-month suspension in the spring and while adhering to all CDC protocols, we resumed work on weatherization, green improvements, and rehabs of rental units.



Wyandanch Village



Vineyard View



Port Jefferson Crossing

MAKING CONNECTIONS FOR UPWARD MOBILITY: NEIGHBORHOOD CHOICE LONG ISLAND

Thousands of our customers have safe and secure homes with the help of the Housing Choice Voucher program. But on Long Island, persistent housing discrimination means that far too many of those homes are concentrated in just a few school districts.

With the help of a grant from Enterprise Community Partners, CDCLI launched Neighborhood Choice Long Island in June 2020, which works to help interested customers move to homes in more affluent, high-performing school districts where their children may have a better chance of thriving. NCLI provides a “mobility coach” for help with the housing search and counseling support both before and after the move. It helps with moving costs and works with the property owner to make sure things go smoothly. It wasn’t easy to find welcoming landlords, but CDCLI put together a strategy to educate both owners and real estate agents about the value of this program.



It’s quiet here. I don’t worry when my kids walk out the door. And I feel like my kids are definitely more comfortable here.

LASHAUN SMITH
A security guard and mother of two who started in a new community with the help of Neighborhood Choice Long Island.

CDCLI 2020 : STRENGTH IN NUMBERS			
5,709 rental subsidies enabled	101 Housing Choice Voucher households explored	293 Housing Choice Voucher households participated in Family Self Sufficiency;	34 Family Self Sufficiency graduates earned
12,309 people to live in safe and secure housing	Neighborhood Choice Long Island... 30 families actively participated...6 families relocated		\$294,307 in escrow savings

Neighborhood Choice Long Island participant, LaShaun Smith, with CDCLI Mobility Coach, Te’Kima Anthony-Bey.



CONSOLIDATED STATEMENT OF FINANCIAL POSITION

December 31, 2020

ASSETS**Current assets**

Cash and cash equivalent	\$ 5,034,281
Investments, at fair value	2,776,560
Accounts receivable	942,614
Loans receivable, current portion	316,243
Prepaid expenses and other current assets	146,355

Total current assets	9,216,033
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Assets limited or restricted as to use	8,961,216
Loans receivable, net, long-term	6,815,762
Interest rate swap	10,907
Property, plant and equipment, net	9,203,033
Other assets	55,057
Other investments - senior housing projects	1,503,333

Total assets	\$ 35,765,341
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LIABILITIES AND NET ASSETS**Current liabilities**

Accounts payable and accrued expenses	\$ 1,580,174
Accrued salaries and related benefits	159,215
Deferred income	355,653
Loans payable, current portion	243,272
Deferred rent, current	58,848
Other current liabilities	19,963

Total current liabilities	2,417,125
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Line of credit payable	20,000
Loans payable, long-term	2,466,436
Other liabilities	5,176,584

Total liabilities	10,080,145
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Commitments and contingencies**Net assets**

Without donor restrictions	23,726,604
With donor restrictions	1,958,592

Total net assets	25,685,196
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Total liabilities and net assets	\$ 35,765,341
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The information shown herein has been summarized by Community Development Corporation of Long Island from its 2020 audited financial statements. A copy of the complete Financial Statements and the auditor's report is available for inspection at the Community Development Corporation of Long Island offices.

CONSOLIDATED STATEMENT OF ACTIVITIES

Year ended December 31, 2020	Without Donor Restrictions	With Donor Restrictions	Total
CHANGES IN NET ASSETS			
Support and revenue:			
Rental assistance subsidies	\$ 3,794,373	\$ -	\$ 3,794,373
Administrative fee income			
Housing choice voucher	4,417,090	-	4,417,090
Weatherization	2,855,533	-	2,855,533
Other administrative fee income	313,848	-	313,848
Total administrative fee income	7,586,471	-	7,586,471
Grant income			
NeighborWorks America grants	359,539	-	359,539
Contractor grants	907,053	-	907,053
Other grant income	1,630,619	364,555	1,995,174
Total grant income	2,897,211	364,555	3,261,766
Other income			
Rental revenue	1,176,985	-	1,176,985
Interest income	195,459	-	195,459
Owner construction matching fee	172,823	-	172,823
Developer fee	128,180	-	128,180
Gain on sale of property	114,254	-	114,254
Special events, net	77,808	-	77,808
Other miscellaneous income	1,740,158	-	1,740,158
Net assets released from restrictions	193,885	(193,885)	-
NWA capital released from restrictions	230,973	(230,973)	-
Total other income	4,030,525	(424,858)	3,605,667
Total support and revenue	18,308,580	(60,303)	18,248,277
EXPENSES			
Program services	14,773,250		14,773,250
Management and general expenses	2,425,275	-	2,425,275
Total expenses	17,198,525	-	17,198,525
Change in net assets	1,110,055	(60,303)	1,049,752
Net assets, beginning, as previously reported	21,113,216	2,018,895	23,132,111
Restatement	1,503,333	-	1,503,333
Net assets, beginning, as restated	22,616,549	2,018,895	24,635,444
Net assets, end	\$ 23,726,604	\$ 1,958,592	\$ 25,685,196

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OUR CONNECTIONS MAKE IT ALL POSSIBLE: THANK YOU CDCLI 2020 PARTNERS & SUPPORTERS

Advantage Title	Conchetta Roggerman	Huntington Business
Albanese Organization	Coram Civic Association	Investors Bank
Almas Construction	Conifer Realty, LLC	Island Federal Credit Union
Association for Energy Affordability	Daniel Sullivan	Jaral Properties
Association of Long Island Housing Agencies	Deluca Cleaning	Jeffery Daniels
Bank of America	Direct Drainage Inc.	Jobco
BankUnited	Economic Opportunity Council of Suffolk, Inc.	Jove Equity Partners
BDO USA	Edgewise Energy	Knockout Pest Control
Beatty Harvey Coco Architects LLP	eHome America	La Fuerza Unida
Bethpage Federal Credit Union	ERASE Racism	Law Offices of Thomas J. Killeen
Blaze Construction	Family and Children's Association	LMS Technical Services
BNB Bank	Farrell Fritz	Long Island Association
BNY Mellon	Federal Home Loan Bank of New York	Long Island Builders Institute
Bridgewater National Bank	Federal Mediation and Conciliation Service	Long Island Board of REALTORS®
BRP Companies	Five Point	Long Island Coalition for the Homeless
Cameron Engineering	Forchelli Deegan Terrana LLP	Long Island Community Foundation
Capital One	Freedom Mortgage	Long Island Community Development Organization
Catholic Charities	Gallagher Risk Management	Long Island Custom Renovations
Center for Community Solutions at St. Joseph's College	Georgica Green	Long Island FQHC, Inc.
Center for NYC Neighborhoods	Greenpath, Inc.	Long Island Housing Crisis Task Force
Certilman Balin Adler & Hyman, LLP	GRC Management	Long Island Housing Partnership
Chernoff Diamond	Gwen O'Shea	Long Island Housing Starts Coalition
Child Care Council of Nassau, Inc.	Habitat for Humanity of Suffolk, Inc.	Long Island Housing Services, Inc.
Child Care Council of Suffolk, Inc.	Hauppauge Industrial Association	Long Island Regional Economic Development Council
Child Welfare League of America	Health & Welfare Council of Long Island	Long Island Regional Planning Council
Citibank	Hispanic Counseling Center	Long Island Women's Agenda
City of Long Beach	Hofstra University	M&T Bank
Clean Energy Leadership Task Force	HomeSmartNY	Marks Paneth LLP
Commander Enterprises	Housing Help	McBride Consulting
Community Housing Innovations	HSBC	

Mejias Milgrim Alvarado & Lindo, P.C.
 Mercy Haven, Inc.
 Michelle Smith
 Murtha Construction
 Nassau County Industrial Development Agency
 Nassau County
 Nassau County Bar Association
 Nassau Suffolk Law Services Committee Inc.
 National Association of Housing and Redevelopment Officials
 National Grid
 National NeighborWorks Association
 NeighborWorks® America
 Newsday Charities
 New York Mortgage Coalition
 New York Community Bancorp, Inc.
 Nixon Peabody
 Northwell
 Coalition
 NYS Affordable Housing Corporation
 NYS Attorney General's Office
 NYS Department of Financial Services
 NYS Department of Health
 NYS Department of Homes and Community Renewal
 NYS Department of Labor
 NYS Energy Research and Development Authority
 NYS Empire State Development Corporation
 NYS Housing Finance Agency

NYS Housing Trust Fund Corporation
 NYS Office of Temporary and Disability Assistance
 Olympic Siding & Windows
 Options for Community Living
 Paul Fink
 People's United Bank
 PSEG
 Rauch Foundation
 Red Stone Equity Partners
 Richard Guardino
 Richard Schaffer, Esq.
 Ridgewood Savings Bank
 Rydan Contracting
 Sandler O'Neill and Partners
 Santander Bank
 Sentinel Group
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 State of New York Mortgage Agency
 Sterling National Bank
 Stony Brook
 Suffolk County
 Suffolk County Economic Development Corp
 Suffolk Federal Credit Union
 Suffolk IDA
 TD Bank
 The Benjamin Companies
 The Center for Wealth Planning, Inc.
 The Engel Burman Group
 Town of Babylon IDA
 Town of Babylon

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 Town of East Hampton
 Town of Hempstead
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 Town of Islip
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 US Dept. of Housing and Urban Development
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 Village of Freeport
 Village of Hempstead
 Village of Patchogue CDA
 Village of Wyandanch
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2100 Middle Country Road
Centereach, NY 11720
(631) 471-1215

visit us at www.cdcli.org



CDCLI invests in the housing and economic aspirations of individuals and families by providing solutions that foster and maintain vibrant, equitable, and sustainable communities.

CDCLI is a significant force for revitalizing and building strong communities because home matters for all people.

CDCLI is a chartered member of NeighborWorks®, a nationwide network of more than 240 trained and certified community development organizations at work in nearly 4,000 communities across America. Working in partnership with others, NeighborWorks® organizations are leaders in revitalizing communities and creating affordable housing opportunities for low- and moderate-income families.

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