Community Development Investment

The bank provides high-quality lending and banking services to all socio-economic segments within our communities, and by supporting the economic development of these communities through investment in community development projects. PUB’s extensive branch network, wide array of consumer products and services, lending capabilities through our mortgage, small business and commercial and real estate lending businesses, knowledge of our communities and our community development investment capability provide the bank with the ability to influence positively the economic well-being of our geographic regions.

The bank’s community development investments include low-income housing tax credit transactions (LIHTC), LIHTC funds, capital certificates in community development financial institutions (CDFI), direct equity investments, new market tax-credit investments, historic or renovation credits and solar investment tax credits. The bank has established a limit of for CRA-related investments.

The following are examples of various investments throughout our footprint.
Trinity Park Housing, Stamford CT
Sponsor - Mutual Housing Association of Southwestern CT

Trinity Park
- Affordable apartment community located in Stamford, Connecticut
- Apartment community contains 48 assisted one, two, three & four bedroom apartment rental units
- 100% of the 48 units are low income and subject to the Low Income Housing Tax Credit program

Mutual Housing Association of Southwestern CT
- Diversified non-profit housing development corporation serving Fairfield County
- Mission is to create and sustain housing, revitalize neighborhoods and improve the quality of life for low and moderate income people
- Affordable housing communities located in Bridgeport, Fairfield, Norwalk, Stamford & Trumbull
- MHA has completed or acquired 473 affordable housing units in development in Fairfield County
- MHA developments and programs have produced over $100 million in community investment and provide safe, secure, affordable housing to more than 1,000 Fairfield County residents

People’s United Bank
- Equity investment of $3.7 million in Low Income Housing Tax Credits
- Commercial mortgage of $1.0 million
- The funding assisted in the moderate rehab of the existing fully occupied building
- Sponsored a $386,257 Federal Home Loan bank of Boston Affordable Housing Program direct grant and additionally received $700,000 advance
Lofts at Saco Mill, Biddeford, Maine
General Partner – The Szanton Company
Limited Partner – Northern New England Housing Investor Corp

Szanton Company
- Developer specializing in developing mixed-income rental housing in or near downtowns
- Completed six apartment buildings in Maine and New Hampshire totaling 254 units
- Project is an adaptive re-use project of abandoned textile mill
- 2 connected buildings, built in 1842 and 1867
- 80 mostly 1-bedroom apartments, 64 of which will be income restricted

Northern New England Housing Investment Fund
- Nonprofit corporation promoting housing and community development in Maine and New Hampshire
- Raised more than $395 million in equity capital
- Developed 2,237 units of affordable housing in New Hampshire and 2,258 units in Maine
- Manages seventeen equity funds that invest in affordable housing developments receiving the federal Low Income Housing Tax Credit, historic tax credits and energy credits

People’s United Bank
- Total capital commitment of $17.6 million
- Direct equity investment of $4.7 million in Low Income Housing Tax Credits
- Indirect equity investment with Northern New England Housing Investment Fund of $1.6 million in Low Income Housing Tax Credits
- $12 million in construction financing for the project; Deposit relationship
- People’s United Bank representation on Board and Investment Committee
- Invested more than $26 million in NNEHIF through the years
Red Clover Commons, Brattleboro, VT
Sponsor – Housing Vermont and Brattleboro Housing Authority

Red Clover Commons
- 55 unit senior and non-elderly disabled affordable housing units
- $14 million project cost - $265,000 per unit cost
- Replaces units at Melrose Terrace flooded in Tropical Storm Irene in 2011
- 100% of units have rental assistance
- Close to all services and public transportation

Brattleboro Housing Authority
- Owns and manages 307 apartment homes for seniors, persons with disabilities and families
- Offers many housing options to their applicants
- Responsible for the administration of Public Housing, the Housing Choice Voucher program, Shelter Plus Care and transitional program, Transitions to Housing

Housing Vermont
- Private nonprofit development company producing affordable rental housing and economic development for Vermonter
- Produced 4,950 affordable apartments in 159 developments
- Raised and deployed $300 million in private equity
- Leveraged an additional $391 million in private financing and public investment

People’s United Bank
- Direct Low Income Tax Housing Tax Credit Equity Investment of $7,521,973 – 9.00% credit
- Construction financing for $7,200,000
- Permanent term loan of $1,000,000
- Sponsor for an application to the Federal Home Loan Bank’s Affordable Housing Program for this project, in the amount of $300,000
- Over time invested over $66 million in Housing Vermont
Community Capital 2015
Sponsor – Northern New England Housing Investment Fund

Northern New England Housing Investment Fund
• Private nonprofit development company promoting housing and community development in Maine and New Hampshire
• Provides equity, capital and technical assistance to housing developers
• Produced 2,237 units of affordable housing in New Hampshire
• Produced 2,258 units of affordable housing in Maine
• Raised and deployed $395 million in private equity
• Manages 17 equity funds investing in affordable housing developments

People’s United Bank
• Investment of $5,000,000 in the Community Capital 2015
• Investments in various funds with NNEHIF providing support in excess of $29 million
• Art Casavant, Vice President, Community Investment Act, is on the NNEHIF Board of Directors

Project Examples:

Hodgkins School is an acquisition and rehabilitation of a middle school into a senior affordable housing project in Augusta, Maine. This state historic, federal historic and LIHTC project will contain 47 apartments.

West Mill is a new construction of an affordable senior housing project in the Railroad Yard section of downtown Keene, NH. This state tax credit project will contain 26 units consisting of one and two bedroom units, serving 30 seniors.

Antrim Village is an acquisition and rehabilitation of a senior affordable housing project in Antrim, NH. This senior project contains 40 units, 10 studio and 30 - 1 bedroom units.
Massachusetts Housing Equity Fund XXI
Massachusetts Housing Investment Corporation

Massachusetts Housing Investment Corporation

- MHIC is a leading private investor and lender specializing in financing affordable housing and community development throughout New England
- MHIC has raised over $2.37 billion to support its LIHTC activities in Massachusetts and its NMTC activities throughout New England
- Have 122 LIHTC properties under asset management representing 8,024 units, and 82 NMTC investments under management
- Total financings under all MHIC programs $139 million - $64 million LIHTC, $43 million in NMTC, $30 million in loan financing through MHIC LLC, and $2 million in advances under Neighborhood Stabilization Loan Fund

People’s United Bank

- Investment of $5,000,000 in the MHEF XXI
- The LIHTC fund was expected to raise at least $15 million, closed at $40 million
- Investments in various funds with MHIC providing support in excess of $25 million
- Art Casavant sits on the Investment Committee

Project Examples:

Coalition for a Better Acre constructed 27 new units for veterans and their families at Welcome Home Housing, Haverhill, MA. Construction consisted of 3 buildings on neighboring properties, with one building of 18 units, next to the VNOC Service Center.

Just-A-Start acquired and rehabilitated Bishop Allen apartments creating 5 – 2 BR, and 27 – BR affordable housing units in Cambridge, MA. The project consists of four, 4-story walk-up buildings, all built around 1900.

Homeowner’s Rehab Inc. acquired and rehabilitated 94 affordable units at HRI Putnam Square LLC for elderly and disabled residents in Cambridge, MA.
Siena Village
Sponsor – R4 Capital and GHC Housing Partners

- Acquisition rehab of 299 unit senior housing complex
- Located in Smithtown, NY
- Serves 325 senior (or younger physically disabled), low-income tenants, secure, affordable housing
- $93 million project cost - $313,546 per unit cost

GHC Housing Partners
- Developer, owner and operator of affordable housing, nationwide
- Owns and manages more than 170 properties
- Encompasses 20,000 affordable housing units, in 24 states.
- 5,000 units are LIHTC

R4 Capital
- Affordable housing syndicator
- Structured capital for developers in over 2,000 transactions
- Raised more than $750 million of LIHTC equity from 30 institutional investors
- Approaching $1 billion in capital raised and invested across multi-investor and proprietary funds

People’s United Bank
- Direct Low Income Housing Tax Credit Equity Investment of $5,000,000
Black River Produce, North Springfield, VT - New Market Tax Credits  
Sponsor - Housing Vermont/Vermont Rural Ventures

**Black River Produce**
- Earth Brothers LTD, dba Black River Produce acquired and rehabilitated an existing building into a full service slaughterhouse, meat and seafood processing and storage facility
- Facility is 37,687 square feet and sits on 5.24 acre
- Project provides increased economic development investment in Vermont’s food and farm sector, job creation in the food and farm economy and improved access to healthy and local foods
- Project strengthens the overall market demand for local meat while improving processing practices to meet the increased demand and achieve higher level of USDA and FDA certification

**Housing Vermont**
- Private nonprofit development company producing affordable rental housing and economic development for Vermonters
- Launched New Markets Tax Credit (NMTC) program to support investment in the economic, environmental, and social well-being of Vermont communities
- NMTC credits are used to retain and create jobs by financing community developments in downtown and village centers and in community efforts which demonstrate positive impacts on Vermont’s economic, health care, energy and food systems
- New Markets Tax Credit program provided favorable financing in excess of $76 million for nine economic development projects in low income areas
- Raised and deployed $280 million in private equity to finance 161 affordable rental housing developments throughout the State and construct or renovate 4,826 apartments

**People’s United Bank**
- $3.0 million in New Market Tax Credits for the rehabilitation of the building into a full service slaughterhouse and meat processing facility in North Springfield, Vermont
- $1.5 million commercial mortgage
- Black River Produce is successful long term commercial lending client of the bank
- Project created 45 high paying permanent jobs
- Invested in excess of $66 million over time in Housing Vermont
HVT Solar LLC – Solar Tax Credits, Ferrisburgh, Vermont
Sponsor – Housing Vermont

HVT Solar LLC Project
- Limited partnership created to build, install and operate solar panels in support of low-income housing
- Provide electricity to VT grid operator Green Mountain Power
- 500kW (AC) solar PV generation facility in Ferrisburgh, VT
- Net metered to affordable housing units in Housing Vermont portfolio within Green Mountain Power’s service area; 20 year electricity offtake contract
- 380 units of housing will benefit from 10% discount in electricity costs to HV affordable housing properties
- Project includes debt from People’s United Bank and Vermont Economic Development Authority

Housing Vermont
- Private nonprofit development company producing affordable rental housing and economic development for Vermonters
- Produced 4,950 affordable apartments in 159 developments
- Raised and deployed $300 million in private equity
- Leveraged an additional $391 million in private financing and public investment

People’s United Bank
- Direct Solar Tax Credit Investment of $1,000,000
- Permanent loan of $975,000
- Invested in excess of $66 million over time in Housing Vermont
MassBusiness Capital IV
Sponsor Massachusetts Business Development Corporation

MassBusiness Capital IV

- Levered CRA Eligible equity and debt fund
- Fund target $40 million
- Private capital target - $20-30 million
- Leverage proposed - $10 million debenture leverage
- Mezzanine Investments - $1-4 million commitments
- Investment focus on small and medium sized service business industries with low fixed assets
- Primary focus on New England

Massachusetts Business Development Corporation

- 60-year-old company
- Private entity specializing in financing small businesses
- Invested 3 Mezzanine funds - $42.25 in capital
- Based in Wakefield, Massachusetts with offices in Portland, ME, Providence, RI and Hartford, CT

People’s United Bank

- Investment of $1,000,000 in MassBusiness Capital IV
- Patrick Sullivan, SVP and Massachusetts Market President, is the chair of MBDC and on Investment Committee
Community Philanthropy and Service

At People’s United Bank, helping our communities grow and thrive has always been an important part of our business. We are proud of our commitment to the communities we serve and are pleased to share with you our 2015 Community Impact.

In 2015, People’s United Bank distributed more than $2.1 million in donations and sponsorships to charitable organizations throughout our footprint. The bank’s philanthropic arms – People’s United Community Foundation and People’s United Community Foundation of Eastern Massachusetts – also awarded more than $3.2 million to 482 nonprofit organizations.

In addition, more than $530,000 was donated to our local United Ways through employee donations and matching contributions during the People’s United Annual United Way Giving Campaign, for a total collective impact of nearly $5.8 million.

We are also proud to report on the time and talent that People’s United Bank employees gave to our community partners throughout the footprint. Employees logged more than 27,000 volunteer hours and conducted over 500 financial education presentations, reaching nearly 14,000 individuals in 2015.

People’s United Bank’s Reality Check event is just one example of our bank’s commitment to volunteering and financial education.
People’s United Bank’s Reality Check is a fair designed to prepare high school students for life beyond the classroom, by giving students a hands-on lesson in the basics of budgeting. This interactive exercise prepares students for the demands of balancing their income and expenses and making financial decisions that will impact their future.

Upon arrival at the Reality Check Fair, each student is taken forward to the age 25, given a fabricated credit history, a job and salary fact sheet, and the tools they need to participate in the fair. The premise: each student must manage their money for “one month”, working within the salary and credit history provided, and must make decisions about housing, health care, retirement, food and entertainment. Along the way, students will run into unexpected real-life situations that will either improve (i.e., tax refund received) or worsen (i.e., unexpected car repairs are needed) their financial situation for that month.

The goal of the program is to give graduating students a glimpse of the challenges they will face in the “real world”, reinforce the importance of maintaining good credit, and demonstrate how decisions will impact their finances.

Recent Reality Check Fairs held in Danvers, Worcester, and Salem MA