



United Church of Christ  
**CORNERSTONE**  
FUND



The Council for Health &  
Human Service Ministries  

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United Church of Christ

# Cornerstone Fund

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Furthering your Mission with Creative Borrowing

*2023 CHHSM Annual Gathering: Together through Mountains and Valleys »*

# Cornerstone Fund – Who We Are

- Established in 1993, growing out the United Church of Christ Church Building & Loan Fund (1853)
- Mission Statement:  
*“Joining together in faith to invest in and build Community”*
- “Vision” = *Serving as a catalyst for ministries to thrive*
- Cornerstone Fund **investors** create the pool of money that funds our lending efforts, earning an above market rate of return, while helping sustain ministry & supports mission
- Cornerstone Fund offers **loans** to local churches and to other faith-based organizations – loans that help enhance facilities and strengthen ministries
- **Together**, Cornerstone Fund investors and borrowers build the Church

# How are we *different* than other Financial Service Providers?

- **Our values: C.A.R.E.**
  - Customer Experience, Accountability, Respect, Expertise
- **Pricing, Fees, Approval Process, Turnaround Time, Nimbleness**
- Ability to **stand by you** when you hit a bump in the road
- Since 1993, the Cornerstone Fund, through the help of its investors, has supported more than **700 churches** and other **faith-based organizations** with low-cost financing, totaling more than **\$350 million**.

# Furthering your Mission with Creative Borrowing

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*Joining together in faith, to invest in and build Community*

# Our Expertise

- Underwritten more than 700 loans for \$350MM
- Lending team has more than 50 years of collective banking experience
- Work extensively with other partners to provide consulting and guidance regarding projects
- Have participated and led “capital stack” financing structures, including:
  - Other denominational fund participations
  - New market tax credits
  - Federal, State and Local fund programs and grants
- Ability to be flexible when structuring credit terms to meet each individual borrower’s needs
- Exclusively lends to *only* churches and faith-based organizations

# Our Lending Products

## Mortgage Loans:

- Purchase-Land and Buildings
- Construction-Ground up and Additions
- Renovations/Conversion:
  - Maintenance projects-Replace boilers, HVAC, etc.
  - Update Facilities
  - Accessibility
  - Repurposing of property
  - Creation Care/Energy Conservation (Eco-Friendly “green” Projects)
- Refinance
- Community Development

## Revolving Lines of Credit:

- short term capital needs

## Bridge Loans:

- short term financing to bridge expected funding

# Case Study #1 Creation Care

- A Senior Living complex which has many buildings well situated for solar panels contacts Cornerstone Fund
- CF informs them that they are also in state with very favorable solar programs
- CF also introduces them to regional resources that can assist in maximizing solar potential and understanding applicable credits, rebates and special programs
- After exploration, the Facility determines they can also provide community solar in alignment with their mission

# Case Study #2 Affordable Housing

- A church who is long time borrowing and investing client of the Cornerstone Fund, has begun exploration of creating an affordable housing project on an adjacent piece of property they own, as well as repurposing some of their other property
- Cornerstone referred them to the Church Building & Loan Fund's Partners in Vision program
- Cornerstone also provided pre-development financing to hire an architect to create a master plan for the whole campus, and to fund other early-stage soft costs
- The church is now ready to issues RFPs and Cornerstone introduces them to CHHSM organizations that could be potential partners for inclusion in the process



# Case Study #3 Updates & Upgrades

- A CHSSM social services agency has just celebrated their 25th anniversary and their building is starting to show its age
- Additionally, they have the opportunity to expand their programming into a new much needed area, however it will require them to retrofit part of their campus
- The agency remembers they have borrowed from the Cornerstone Fund in the past when they had to do general maintenance, but this time it feels like a bigger project

# Case Study #4 Predevelopment Funding

- A CHHSM member is committed to elevating lives by providing access to affordable housing, food security and the supportive social services people need to thrive.
- In efforts to grow and expand its services to more people, the agency is seeking financing to fund predevelopment costs associated with new projects.
- The agency contacts Cornerstone about providing a flexible LOC to supplement its current capital structure and alleviate time & associated costs in obtaining predevelopment financing for each project.

# Our Investment Products

- Flexible Demand Note Accounts
- Kids Club
- Term Note Accounts
- Individual Retirement Accounts
- Education Savings Account
- Giving Bonus Accounts:
  - Racial Equity Giving Bonus
  - CHHSM Giving Bonus
- Creation Care

# CHHSM Giving Bonus

- Earn more on your socially responsible investment while giving back to another mission.
- Earn a rate bonus with the Giving Bonus programs. Invest a minimum of \$10,000 in a five-year investment, designate a “give-back” gift of at least 10% to any CHHSM organization, and enjoy the bonus on the balance of your organization’s investment for the entire five-year term.
- Help strengthen ministry even more with the Giving Bonus
- Your investment is also supporting the mission of the Cornerstone Fund, by allowing it to provide even more low-cost loans to churches and non-profit organizations.

# Q & A

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