



# **COMMUNITY IMPACT REPORT**

2018



# STONEHENGE

## CAPITAL

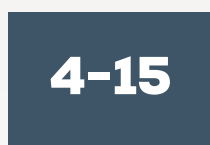
What does it mean to be transformational? For us, it starts with being deliberate in our actions, making moves with purpose and with a focus on making an impact. Day in and day out, everything we do is about progress, a better path forward to new opportunities – even if that means going where the other investment firms won't. We believe that doing more with investments means doing more for businesses and entrepreneurs who are often overlooked or underserved by most investment firms. Our promise to take that which is overlooked and make it beautiful is what sets us apart. It's how we define what it means to be transformational, and it's the result of a process that is designed to succeed.

### TABLE OF CONTENTS

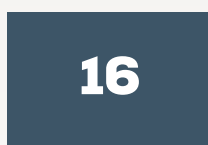
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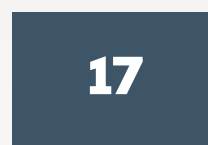
**MESSAGE FROM  
OUR PRESIDENT**



**PROJECT  
PROFILES**



**CREATING  
VALUE**



**FOR OUR  
STAKEHOLDERS**



**STONEHENGE  
BY THE NUMBERS**

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# A message from our president

**Building communities.** Since 1999, we have provided transformational capital in underserved markets that has grown our nation's small businesses, created jobs for hard-working families and revitalized urban and rural communities.

Stonehenge Capital is not a typical finance firm – we are a thought leader in investment capital, producing strong returns for investors and impactful social returns for communities. We do this by fostering collaboration among our team of seasoned and talented professionals, who leverage two decades of expertise and relationships to provide innovative financing solutions where they are most needed, delivering transformational capital all over the United States.

This innovation takes place across our three primary business lines. Our Tax Credit Services business line is trusted in a variety of state and federal incentive programs to make successful investments in projects that target historic buildings, renewable energy and technology, and more. In the last 20 years, Stonehenge has invested more than \$3 billion in projects that have generated various tax credits across the country – without a single credit recaptured, disallowed or forfeited. Through our Community Development business line, we focus on lending through the Federal and State New Markets Tax Credit programs with an emphasis on minority-owned and operated businesses, as well as rural communities. Stonehenge has managed over \$1.2 billion of Federal and State New Markets Tax Credit allocations. Our Growth Capital business line concentrates on small businesses and economic development through debt and growth equity, managing over \$400 million in 18 regionally targeted funds.

Our investments have restored blighted buildings and contributed to the adaptive reuse of historic landmarks, breathing new life into struggling communities. We have supported the expansion and growth of industries, keeping well-paying manufacturing jobs in the United States and restoring economic vitality in cities like Detroit. We have helped our nation's rural manufacturers grow, and have spurred redevelopment in historically minority communities. We have supported Federally Qualified Health Centers targeting underserved and at-risk populations, and we have helped equip low-income and middle-class families with affordable solar panel systems for their homes.

You'll read about some of these investments on the pages that follow in our first Community Impact Report. This report offers a small sample of the many businesses, communities and lives we have transformed. We're excited to share their success and look forward to showcasing many other positive community investments in the years to come. With fresh thinking that leads to better results, Stonehenge is not a traditional financier, but something else entirely. We call it transformational capital – and it's **the right way to do business.**



Thomas Adamek, President



Stonehenge is committed to investing in transformative projects that deliver strong returns for investors while creating jobs and supporting small businesses, minority- and women-owned companies, urban neighborhoods and rural towns.



**LOCATION:**  
Reno, Nevada

**INVESTMENT TYPE:**  
State New Markets  
Tax Credits

**AMOUNT:**  
\$8 million

**9,710**  
patients served

**64**  
new full-time jobs

**40%**  
minority employees

# Investing in critical health care services for an at-risk and low-income community

**N**orthern Nevada HOPES, a nonprofit community health care center in Reno, Nevada, provides medical services to a largely low-income community, including many people living with HIV and AIDS. As a safety net serving a growing population of patients, HOPES eventually outgrew the 18,000-square-foot building where it began downtown.

Today, HOPES serves patients in a new state-of-the-art, 38,000-square-foot facility. Stonehenge Community Development, a subsidiary of Stonehenge Capital, provided \$8 million in allocation of New Markets Tax Credits in support of the new facility.

“Our partnership with Stonehenge was a game-changer for our organization and for our patients,” said Sharon Chamberlain, CEO of Northern Nevada HOPES. “Without this financing, we would not have been able to more than double our capacity to serve patients, many of whom would otherwise have nowhere to go for critical health care.”

The investment also helped HOPES to improve its ability to offer coordinated and additional services such as pediatric primary care, on-site radiology and diagnostics, a medical-legal partnership and financial wellness coaching. These

new services and programs have filled a critical void felt by many of the most vulnerable and at-risk community members in an area where the poverty rate is over 30 percent and the unemployment rate is 15.6 percent.

In addition to meeting critical community needs, the Federally Qualified Health Center (FQHC) has provided economic benefits, creating 64 permanent full-time jobs with benefits in an area where unemployment was almost twice the national average.

“Northern Nevada HOPES provides a safety net and essential health care services for thousands of people each

year,” said L’Quentus Thomas of Stonehenge. “We are proud to have played a role in reducing barriers to health care in a community that desperately needs it.”

**“Our partnership with Stonehenge was a game-changer for our organization and for our patients.”**

**SHARON CHAMBERLAIN, CEO**  
NORTHERN NEVADA HOPES

**LOCATION:**

Rockwall, Texas

**INVESTMENT TYPE:**

Subordinated Debt

**AMOUNT:**

\$1.95 million

**99**

jobs maintained

**66**jobs added since  
debt investment**150,000**square feet of  
manufacturing  
space

# Helping a rural business weather the recession and grow

**L**ike many rural manufacturers, Col-Met Engineered Finishing Solutions was hit hard by the economic recession of 2008. With fewer orders being placed for the ovens, washers, spray booths and other products that Col-Met produces, the company found itself financially strained.

Stonehenge agreed to provide \$1.95 million in subordinated debt to supplement Col-Met's liquidity during the economic downturn, providing financial breathing room and allowing them to maintain 99 jobs in the town of Rockwall, Texas.

The investment not only helped Col-Met make it through the recession, but ultimately positioned the company for future growth. Col-Met has added 66 jobs since Stonehenge's investment.

"Stonehenge understood our short-term problem, which set us up for a much more profitable future," said Eric Jones, CEO of Col-Met. "With

Stonehenge's help, we were able to mitigate the financial strains from the recession while putting us in position to emerge a stronger company."

Today, Col-Met is stronger than ever, achieving record revenue and profitability in 2017. The company recently moved into a new 150,000-square-foot space to support its continued growth.

The building includes offices, state-of-the-art manufacturing facilities and a training room.

"Sometimes strong rural businesses are overlooked by small business lenders," said Brent Sacha, of Stonehenge. "We felt confident Col-Met would make it through the recession of 2008, and not only did they make it through, but they have continued to grow in the years since our investment. Col-Met is an important part of the Rockwall community and we're proud to have played a role in their success."

**"Stonehenge understood our short-term problem, which set us up for a much more profitable future."**

**ERIC JONES, CEO • COL-MET**





**LOCATION:**  
Fort Worth, Texas

**INVESTMENT TYPE:**  
Subordinated Debt  
and Preferred Equity

**AMOUNT:**  
\$4.4 million Debt,  
\$1.7 million Equity

**\$6.1M**  
invested

**99**  
original jobs prior to  
investment

**54**  
new full-time jobs  
created or projected

# Supporting an environmentally conscious industry

**B**ased in Fort Worth, Texas, and with eight additional locations spread throughout the southwestern United States, TAS Environmental Services is a leading provider of industrial services, offering waste management and 24-hour emergency response services for environmental hazards, including roadside spills, pipeline incidents and other environmental disasters.

Starting in 2012, Stonehenge facilitated a series of investments in TAS to help the company grow. The financing

helped TAS expand from 99 to 133 employees, and the company plans to add another 20 full-time jobs in 2018. This has provided a boost to the area's economy, as the TAS headquarters is surrounded by severely distressed neighborhoods.

"TAS plays a critical role in protecting the environment and is a growing employer in the Dallas-Fort Worth area," said Steve Bennett, Managing Director of Stonehenge. "We saw the company's tremendous potential for growth, and we are pleased

that TAS, under the leadership of Ed Genovese, has been able to realize this opportunity and provide well-paying jobs in the community."

With experience responding to thousands of environmental emergencies, TAS also has a longstanding history of conducting training exercises and responding to spills involving the country's largest oil companies.

"The environmental services industry has seen an increase in demand in recent years," said Ed Genovese of TAS. "Stonehenge provided the

critical capital needed to ensure we could meet that demand."

**"Stonehenge provided the critical capital needed to ensure we could meet that demand."**

ED GENOVESE, CEO • TAS



# Enabling better health care for 4.7 million people

**A** nonprofit health care provider's move to downtown Toledo, Ohio, is being credited with restoring economic vibrancy and elevating the entire community.

ProMedica, which serves more than 4.7 million patients at over 200 sites throughout Ohio and southeastern Michigan each year, recently opened its new headquarters in Toledo.

Financed in part by a \$7.6 million New Markets Tax Credit allocation and \$10 million of Historic Tax Credits from Stonehenge, the move enabled ProMedica to bring 900

corporate employees working in a dozen different locations to one central facility, and to expand its team by hiring 600 additional employees.

"Consolidating to our headquarters has enabled us to realize so many efficiencies to help our customers and to improve our employees' quality of life," said Robin Whitney, Senior VP, Real Estate and Construction of ProMedica. "We're pleased to be part of downtown Toledo and to be able to contribute to the health and well-being of the community."

ProMedica has also been lauded for historic preserva-

tion. The organization developed the new headquarters in the former Toledo Edison Steam Plant, a historic site that sat vacant for three decades until it was renovated. In addition to the new headquarters, ProMedica constructed a parking structure and repaired an adjacent building that has since welcomed a YMCA and a new restaurant. Improvements were also made to the adjacent Promenade Park, which hosts public art and community events.

Local leaders have pointed to ProMedica as starting a renaissance in the downtown area, where apartment buildings are filling up and new businesses are moving in.

"Building ProMedica's headquarters wasn't just about consolidation – it was about building community," said

**LOCATION:**  
Toledo, Ohio

**INVESTMENT TYPE:**  
Federal and State New Markets Tax Credits, Federal and State Historic Tax Credits

**AMOUNT:**  
\$7.6 million New Markets Tax Credits, over \$10 million Federal and State Historic Tax Credits

**1,500**

employees housed at the new downtown campus

**600**

new jobs created after the opening of the new headquarters

**4.7M**

patients seen annually at ProMedica sites

L'Quentus Thomas of Stonehenge. "We hope Toledo's vibrancy will radiate from the downtown core and transform surrounding neighborhoods as well."

"Stonehenge is honored to have been a part of the rebirth of this historical steam plant," said Whitney LaNasa of Stonehenge. "The building originally opened 120 years ago as an electric plant fueling Toledo's development. Today, ProMedica's headquarters continues to serve as a focal point in the revitalization and well-being of the entire region."

**"Building ProMedica's headquarters wasn't just about consolidation – it was about building community."**

L'QUENTUS THOMAS, DIRECTOR • STONEHENGE





# Harnessing green technology to help farmers fight world hunger

**A** new company in rural Alabama is pioneering a new generation of fertilizer technology that could help put an end to world hunger.

Pursell Agri-Tech, based in Sylacauga, Alabama, was formed by industry executives in 2015 to develop new agricultural technology designed to increase crop yields and improve nutrition while reducing farming's environmental toll on water resources and the climate.

Stonehenge provided a \$2 million loan to help Pursell

stay on track to open a full-scale commercial fertilizer coating plant in Sylacauga. Without the loan, Pursell likely would have ceased facility construction.

The facility is projected to provide 50 new jobs, restoring economic opportunity in a rural town that lost thousands of jobs over the past two decades

due to other companies relocating or closing.

Stonehenge invested an additional \$500,000 in equity.

"We seek out innovative, environmentally sustainable companies such as Pursell to support," said Steve Bennett, Managing Director of Stonehenge. "The Pursell family has been instrumental in

developing innovative fertilizer products for more than 100 years in Sylacauga and has now formed a new company that is looking to the future to help provide global food security."

"We strive to deliver efficient and effective fertilizers in an environmentally sustainable manner," said Nick Adamchak, CEO of Pursell. "Thanks to Stonehenge, we are able to invest in and train our employees so we can continue to develop these technologies and be a leader in the global marketplace."

**"Thanks to Stonehenge, we can develop these technologies and be a leader in the global marketplace."**

**NICK ADAMCHAK, CEO • PURSELL AGRI-TECH**

## LOCATION:

Sylacauga, Alabama

## INVESTMENT TYPE:

Secured Debt and Common Equity

## AMOUNT:

\$2 million Debt,  
\$500,000 Equity

**43.8%**

local poverty rate at time of investment

**50**

direct jobs to be created

**\$50,000**

average salary of newly created jobs

**\$10M**

total cost of the new plant and equipment



**LOCATION:**

Bridgeport, Connecticut

**INVESTMENT TYPE:**

Senior Secured Debt

**AMOUNT:**

\$5 million

**\$103**average saved on  
monthly energy bills  
per family home**48 MW**

total installed capacity

**750**additional Connecticut  
homes equipped with  
solar panel systems

# Installing solar panels for low-to moderate-income families

**"We are thrilled to partner with Stonehenge Capital to further expand our footprint across the state of Connecticut."**

**THOMAS NEYHART, CEO**  
POSIGEN

**F**or many low- to moderate-income American families, installing solar panels to help power their homes is financially out of reach. PosiGen, a residential solar and energy efficiency company, is working to change that by helping families to install and utilize solar panels at an affordable price.

Stonehenge made a \$5 million investment in PosiGen that enabled the company to install rooftop solar systems on an additional 750 Connecticut homes, reducing their monthly energy costs by up to 50 percent.

"The team at PosiGen is poised to transform the way families think about solar energy to an easy, affordable and environmentally conscious alternative for their homes," Stonehenge Growth Capital Managing Director Charles Haberkorn said. "PosiGen's ability to reach low-income households, traditionally unable to access the solar panel market, is making the company a leader in the clean energy space."

The investment, made through a state program called InvestCT, will also help Connecticut meet its clean energy goals. The state has

pledged to cut greenhouse gas emissions by 80 percent below 2001 levels by 2050.

In addition to Connecticut, PosiGen has operations in Florida and New York. Since 2011, the company has installed solar panels on over 9,500 homes, exceeding nearly 48 megawatts in installed capacity.

"We are thrilled to partner with Stonehenge Capital to further expand our footprint across the state of Connecticut while sustainably lowering utility costs for a large and underserved community," said Thomas Neyhart, PosiGen's CEO.



**LOCATION:**

Senoia, Georgia

**INVESTMENT TYPE:**

Film Tax Credits

**2,399**

population increase  
in Senoia since 2000

**\$9.5B**

estimated impact  
of Georgia's film  
industry

**42**

small businesses  
opened in Senoia  
since filming began

# Film industry revitalizes small town in Georgia

**Z**ombies have brought the small town of Senoia, Georgia, back to life.

While many small towns in America are still recovering from the 2008 recession, Senoia's economy is booming – in large part thanks to being chosen as the filming location for the popular AMC show "The Walking Dead."

Stonehenge has invested in film credits over six years of the show, which is approaching its ninth season. In return, "The Walking Dead" has funneled millions of dollars into rural

Georgia's economy.

"Senoia has seen widespread revitalization at a time when other rural towns are struggling because of its ability to attract outside investment through incentives such as Film Tax Credits," said Tom Adamek, President of Stonehenge.

Senoia's population has doubled since 2000, property tax revenues have increased even while the tax rate has decreased, and the number of stores on Main Street increased from seven in 2006 to 49 in 2012. Cast and crew members frequent the local

establishments, and the town has attracted widespread tourist activity as well.

During the 2017 fiscal year alone, the film industry had a \$9.5 billion impact in Georgia.

"Georgia's commitment to the Film Tax Credit program is the perfect example of how tax credits can help to revitalize communities," said Stefan Reinhardt, President of Production and Finance of AMC Studios. "We've been able to become a part of the Senoia community."

**"Georgia's commitment to the Film Tax Credit program is the perfect example of how tax credits can help to revitalize communities."**

**STEFAN REINHARDT, PRESIDENT  
OF PRODUCTION AND FINANCE  
AMC STUDIOS**



# Creating jobs in rural Tennessee

In 1958, Williams Sausage began as a small, family-owned business selling 1- to 2-pound bags of sausages from the back of a truck. Today, the company remains in the family and sells a wide variety of products in over 4,000 stores across the country.

Achieving such growth requires not only demand, but also facilities that are efficient and large enough to meet it. In 2017, Stonehenge provided a \$10 million allocation of New Markets Tax Credits to help Williams Sausage build

and equip a new production facility, distribution center, truck maintenance shop and corporate offices in Union City, Tennessee, so the company could grow.

The expansion of Williams Sausage promises to bring more economic stability to Union City, a rural area that lost 2,300 jobs in recent years, with the unemployment rate climbing to 11 percent.

"We are proud to continue serving as one of Obion County's largest employers as our community restores jobs

lost after other manufacturers closed down," said Roger Williams, owner of Williams Sausage. "Thanks to this investment, we are now able to expand our business, hire more workers and provide additional economic benefits for the community."

The expansion will create 210 permanent, industry-wage jobs that offer a variety of benefits, including 401(k) savings plans, paid holidays and vacations, medical, dental and vision insurance, as well as an educational

reimbursement program for employees. An additional 160 jobs were expected to be created during construction.

"We recognized the employment opportunity and growth potential of a company with a history and vision of success but that needed the risk capital available through the Federal New Markets Tax Credit program to accomplish its goals," Stonehenge Community Development Director L'Quentus Thomas said. "Stonehenge is thrilled to be a part of the growth of Williams Sausage as it expands its products and provides significant new employment opportunities to the Union City area."

**LOCATION:**  
Union City, Tennessee

**INVESTMENT TYPE:**  
Federal New Markets  
Tax Credits

**AMOUNT:**  
\$10 million

**22.8%**

higher pay than the  
average local wage

**210**

permanent new jobs  
created

**160**

construction jobs  
created

**"Thanks to this investment, we are now able to expand our business, hire more workers and provide additional economic benefits for the community."**

ROGER WILLIAMS, OWNER • WILLIAMS SAUSAGE





# Promoting economic vitality through historic rehabilitation

**O**n the outside, the iconic Pizitz building in downtown Birmingham, Alabama, looks similar to how it looked when constructed in the 1920s. Step inside, though, and you'll see new fixtures and modern amenities. The eight-story Pizitz building recently reopened as a mixed-use development featuring an expansive marketplace, retail stores, restaurants, offices and 143 apartments, including 29 affordable housing units.

Before the renovation, the building, a historic landmark, had been vacant for 30 years, ever since the last tenant, a department store, closed. Its opportunity for a new life came

in the early 2000s, when the city of Birmingham targeted the area known as the Theater District for economic redevelopment, with the Pizitz identified for a starring role.

"This is truly a joyous occasion for the city, and a time to celebrate another of its landmarks coming back to life," former Birmingham Mayor William A. Bell Sr. said upon the building's reopening in 2017. "This project has

generated a lot of excitement and adds another great destination point for all of us who live here and for visitors to the great city of Birmingham to enjoy."

The Pizitz's renovation created 183 construction jobs, giving an economic boost to the community. The building's new open-air marketplace was projected to create 150 full-time jobs along with 16 food stalls designed for local chefs

**"This is truly a joyous occasion for the city, and a time to celebrate another of its landmarks coming back to life."**

**WILLIAM A. BELL SR. • FORMER BIRMINGHAM MAYOR**

## LOCATION:

Birmingham, Alabama

## INVESTMENT TYPE:

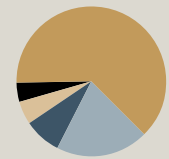
Equity Investment and State Historic Tax Credits

## AMOUNT:

\$7 million

**253,810**

total square feet



- 63% Apartments
- 20% Affordable Housing
- 8% Food Hall
- 5% Office Space
- 4% Theater

**1923**

year originally opened

**2017**

year of reopening

and food entrepreneurs.

Stonehenge provided New Markets Tax Credit and Historic Tax Credit consulting and expertise and invested nearly \$7 million into the project.

"We support innovative projects with far-reaching impacts such as the Pizitz development, which is poised to transform Birmingham's Theater District," said Tom Adamek, President of Stonehenge. "We look forward to seeing the community thrive in the years to come."



# Two historic school buildings are converted to new uses

Two historic schools that sat vacant for decades have been given new lives thanks to critical support from tax credit equity investors. While the old Dallas High School in Texas and Houma Elementary School in Louisiana have very different stories, both offer stunning examples of historic preservation benefitting communities across the United States.

"Historic rehabilitation promotes sustainable and economically viable communities," said Whitney LaNasa of Stonehenge, which invested Historic Tax Credit equity into both projects. "By preserving these historic structures and repurposing them for new uses, we know the communities of Houma and Dallas will be able to share spaces in which generations before them have learned, and which will be loved and used by generations far into the future as well."



**LOCATION:**  
Dallas, Texas

**INVESTMENT TYPE:**  
Federal and State  
Historic Tax Credit  
Equity Investment

**AMOUNT:**  
\$14 million

**1907**  
year built

**B**uilt in 1907, the four-story Dallas High School was among the last unused buildings in downtown Dallas, sitting empty since the 1990s. The school had long been considered among the city's most endangered historic places. That was until 2015, when a local real estate firm saw its potential and

purchased the building. Today, Dallas High School has been restored as a mixed-use development with 83,000 square feet for offices and 10,000 square feet of retail space in a location close to public transit. Before it even reopened, the building had attracted two new tenants, both international firms.

"We are very excited to see the former Dallas High School coming back to life as Perkins + Wills has now moved into their spectacular new office space," said Kristian Teleki, Senior Vice President of Development of Matthews Southwest, the project's developer. "We are pleased to have their 200-plus employees make this their

new home and know they are eager to take advantage of working downtown and to have the benefit of their new office fronting the DART station."



**LOCATION:**  
Houma, Louisiana

**INVESTMENT TYPE:**  
State Historic Tax Credit  
Equity Investment

**AMOUNT:**  
\$2 million

**1931**  
year built

**T**he former Houma Elementary School also reopened in 2017. But in this case, the renovated school in southern Louisiana has been converted into the Academy Place Apartments, a senior living community meeting a critical local need. The 103 apartment units are available for people age 62 or older. The apartment complex

serves seniors at a variety of income levels, and 60 percent of the units are considered affordable housing.

Built in 1931, the school was last used for classes in the 1970s. Preserving history was especially important to the community. Even the chalkboards from the old school were saved and repurposed.

"By converting the beloved Houma Elementary School into affordable apartments, we are able to fill a critical gap in affordable housing options for seniors," said Victor Smeltz, Executive Director of Renaissance Neighborhood Development Corporation, a subsidiary of Volunteers of America, which renovated the building. "We have former

students and even teachers among the residents, and the distinctive historic character of the property is very much appreciated by all."



# Revitalizing a minority community

In Birmingham, Alabama, community partners have come together to finance a new development that is serving as the catalyst for future economic growth.

The new Birmingham CrossPlex Village will support the city's commitment to host the 2021 World Games at the CrossPlex sports center. After investment in the area stalled, Stonehenge stepped in to provide a \$7 million allocation of New Markets Tax Credits in support of the development, which includes a Comfort Inn & Suites hotel, a Starbucks training center and new restaurants.

The project is expected to create 130 permanent, full-time jobs in addition to fulfilling major community needs.

"Stonehenge Capital is a highly valued partner as we

bring in a hotel, restaurants and other businesses to the CrossPlex Village," former Birmingham Mayor William A. Bell Sr. said. "Without their financial expertise and dedication, we would not have had the necessary tools to bring those businesses and hundreds of jobs to the site."

Located in Five Points West, the CrossPlex anchors the city's efforts to revitalize a historic African American neighborhood that has experienced decades of economic decline.

"This investment allowed us to continue our momentum in adding critical services and amenities while creating jobs and catalyzing additional economic opportunities in our community," said Bob Nesbitt, a local developer spearheading the project.

"The primary challenge in urban development is finding the appropriate capitalization methods and sources. As an African American business owner in the community, I was pleased to see this project move forward."

The project is expected to have a catalytic economic impact in the predominantly minority community, creating a ripple effect within the neighborhood and beyond.

"At Stonehenge, a major goal is to identify communities with a need for business investment and to help them overcome the disparities they face when it comes to economic opportunity," said L'Quentus Thomas, Director of Stonehenge Community Development. "With this investment, CrossPlex Village will become another example

## LOCATION:

Birmingham, Alabama

## INVESTMENT TYPE:

Federal New Markets Tax Credits

## AMOUNT:

\$7 million

130

jobs created due to project

2021

year Birmingham will host the World Games

38

acres of new development

of the transformative impact New Markets Tax Credits can have in minority and low-income communities."

**"Without their financial expertise and dedication, we would not have had the necessary tools to bring those businesses and hundreds of jobs to the site."**

**WILLIAM A. BELL SR.**  
FORMER BIRMINGHAM MAYOR





# Expanding living-wage manufacturing jobs in Toledo and Detroit

**A**n investment of New Markets Tax Credits has enabled an automobile parts manufacturer to expand operations in Detroit, Michigan, and develop a new plant in Toledo, Ohio.

Detroit Manufacturing Systems (DMS) received an allocation of \$8 million in New Markets Tax Credits from Stonehenge to help finance the project, which is expected to create 135 new jobs in Toledo while protecting 130 jobs in Detroit from being outsourced.

DMS uses state-of-the-art technology to manufacture and assemble injection-molded interior trim component parts for automobiles. Stonehenge's investment will allow the company to fulfill new contracts, and to grow its business to include additional

component products, while providing well-paying jobs in the U.S. manufacturing industry.

Andra Rush, DMS CEO, founded the minority-owned joint venture in Detroit.

"We are grateful to Stonehenge and our other financial partners for supporting our expansion in Detroit and Toledo," Rush said. "The New Markets Tax Credit is a vital part of our success, enhancing our ability to achieve our mission to create

sustainable job opportunities in underrepresented communities for many years to come. It has helped facilitate our company's drive to create high-quality products for our customers at competitive pricing and profitability, which creates a winning environment for all."

Located in two highly distressed areas, the DMS factories offer living-wage jobs and benefits in communities with an average poverty rate of 45 percent and an unem-

ployment rate of 21 percent. More than 88 percent of DMS employees in Detroit identify as minorities, and minorities are projected to represent at least half of the workforce at the new Toledo facility.

"This investment is the quintessential New Markets Tax Credit investment that allows an American manufacturer to remain competitive, maintain its operations in the United States and employ more hard-working Americans with higher-than-average wages," Stonehenge Community Development Director L'Quentus Thomas said. "We're proud to have assisted with Detroit's ongoing economic recovery and to support growth in Toledo as well."

**"The New Markets Tax Credit is a vital part of our success, enhancing our ability to achieve our mission to create sustainable job opportunities in underrepresented communities."**

ANDRA RUSH, CEO • DETROIT MANUFACTURING SYSTEMS

## LOCATION:

Detroit, Michigan, and Toledo, Ohio

## INVESTMENT TYPE:

New Markets Tax Credits

## AMOUNT:

\$8 million

**5,000**

community service hours DMS employees volunteer annually

**\$5,200**

amount DMS offers to employees for annual tuition reimbursement

**265**

estimated jobs created or protected

## HOW WE CREATE VALUE

**We leverage our experience.** Stonehenge professionals foster collaboration by sharing their expertise and relationships across business lines, industries and states. Our principals and employees possess a wide range of experience and backgrounds, including commercial and investment banking, mezzanine and equity finance, structured finance, real estate finance, tax credit finance, legal and accounting.

We have adopted a modern approach to origination, underwriting and asset management while still employing a bank-like credit culture that culminated from a management team whose members began their careers in commercial banking. This foundation resonates throughout our core business lines as well as our finance, accounting, compliance and investor reporting teams. We have the people, resources and relationships in place to offer innovative and growth-oriented solutions to suit a variety of financing needs.

**A national footprint.** We are a nationally recognized leader in specialty finance with headquarters in Baton Rouge, Louisiana and principal oversight in Columbus, Ohio. Stonehenge maintains employees in offices in Alabama, Connecticut, Florida, Louisiana, New York and Texas. Since 1999, we have invested in a variety of for-profit and nonprofit operating companies, real estate developments, historic rehabilitation projects, small businesses, renewable energy installations and film and entertainment productions in 35 states across the country. These investments support a variety of financing needs in small towns, rural communities and major urban centers across the country.

**Affiliate partners.** Our managers leveraged their expertise to create three affiliate funds. Bluehenge specializes in mezzanine financing for middle market businesses. Stonehenge Growth Equity Partners provides equity financing for growth-stage businesses, primarily in the technology and health care sectors. Heelstone Energy is an independent power producer and solar developer with expertise in developing, financing, constructing, operating and maintaining solar photovoltaic projects.

**Three business lines.** Since 1999, Stonehenge has operated at the nexus of finance and community development. Today, these values remain unchanged and are evident through our three business lines: Tax Credit Services, Community Development and Growth Capital.

**Providing transformational capital.** We are deliberate in our actions to make both a financial and social impact. We know how private capital can transform underserved communities and help small businesses grow, and we work with clients and investors to generate double bottom line returns.



## FOR OUR STAKEHOLDERS

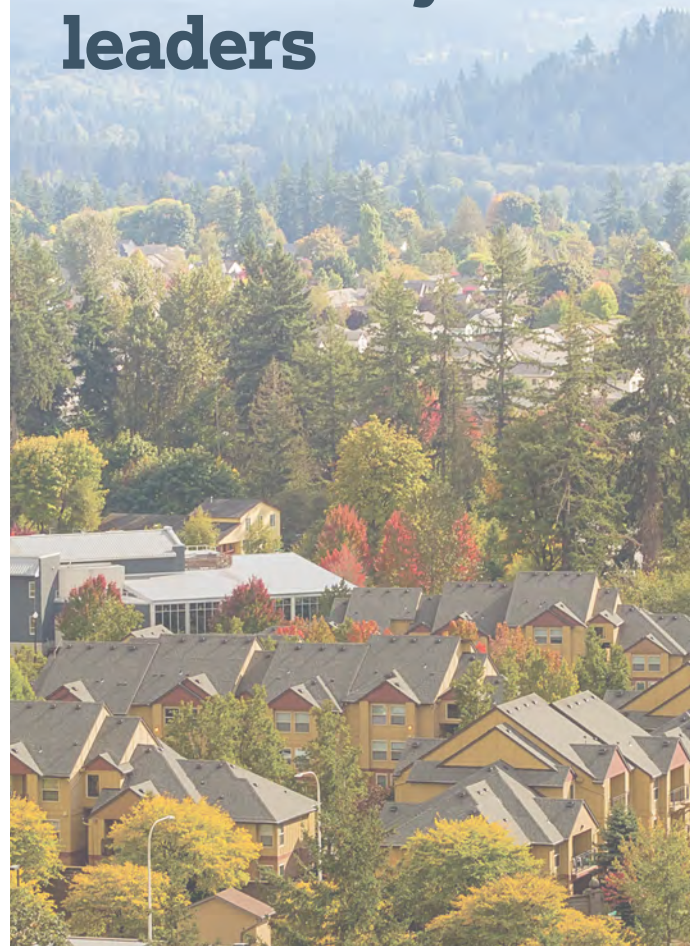
Our investors, clients and portfolio companies know the importance of working with a firm that has a history of success. They benefit from decades of experience offered by our seasoned professionals and our proven track record of positive financial and social returns. We are proud of our 100 percent compliance rate and having never had a single tax credit recaptured.

### Investors



Supporting local business and economic growth results in strong communities. Our expertise has helped generate double and triple bottom line returns for our partners and the communities where our investments are made. In addition to producing financial returns for our partners, our investments have been the catalyst for permanent and temporary job creation, blight reduction, historic preservation, small business growth and access to affordable renewable energy. These investments support communities nationwide and play a key role in fostering economic growth, helping build and retain strong, robust communities.

### Developers and community leaders



Across our three business lines, we have invested in and supported the financing needs of more than 320 diverse operating companies, which have created and retained over 40,000 jobs, 185 rehabilitation projects, 75 renewable energy installations and 220 film and entertainment productions across the country. These investments are instrumental in creating new local, state and federal tax revenue streams that are critical to supporting basic community services.

### Small businesses



## BY THE NUMBERS

## OUR PEOPLE

**3** core business lines **WITH** **50+** investment professionals **ACROSS** **9** offices **WITH** **25+** years of experience in regulated investment programs

## OUR COMMUNITIES



### TAX CREDIT SERVICES

Asset classes supported: market-rate residential, affordable residential, hospitality, community and cultural centers, retail, office and health care, and independent and studio film and entertainment productions

**\$3B**

generated through various federal and state incentives

PARTICIPATED IN

**57**

state tax credit incentive programs in 35 states

**0**

credits recaptured, disallowed or forfeited



### GROWTH CAPITAL

Sectors supported: manufacturing, health care, technology, wholesale trade, industrial services, oil and gas services, hospitality, retail, renewable energy and distribution

INVESTED

**\$482M**

in 196 for-profit operating companies in 10 states since 1999

**12,000+**

jobs created or retained



### COMMUNITY DEVELOPMENT

Sectors supported: manufacturing, health care, education, social services, community and cultural centers, real estate, retail, wholesale trade, distribution and renewable energy

**\$1.2B** INVESTED

of flexible and nonconventional capital through the Federal NMTC program and 13 state programs

**125+** INVESTMENTS

in 27 states and 87 cities

# OUR IMPACT



Together, the Growth Capital and Community Development business lines have invested \$1.5 billion in more than 300 operating businesses over the past 18 years.

### \$256M

invested in 26 minority-owned or managed businesses

### \$703M

invested in 78 businesses in communities with a high minority impact

### \$318M

invested in 67 companies in rural communities

### 40,000+

jobs created or retained

### 200+

distressed communities invested in



The Tax Credit Services business line has invested in 57 state and federal tax credit programs across 35 states, stimulating private capital investment in targeted industries while simultaneously supporting additional economic growth.

### 186

rehabilitation (historic, brownfield and textile mills) projects that have supported 58 market-rate residential developments, 29 community and cultural centers, 28 hospitality developments, 27 commercial developments, 25 mixed-used developments and 19 affordable residential developments

### 75

renewable energy installations that generate 255 MW

### 220

film and entertainment productions



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