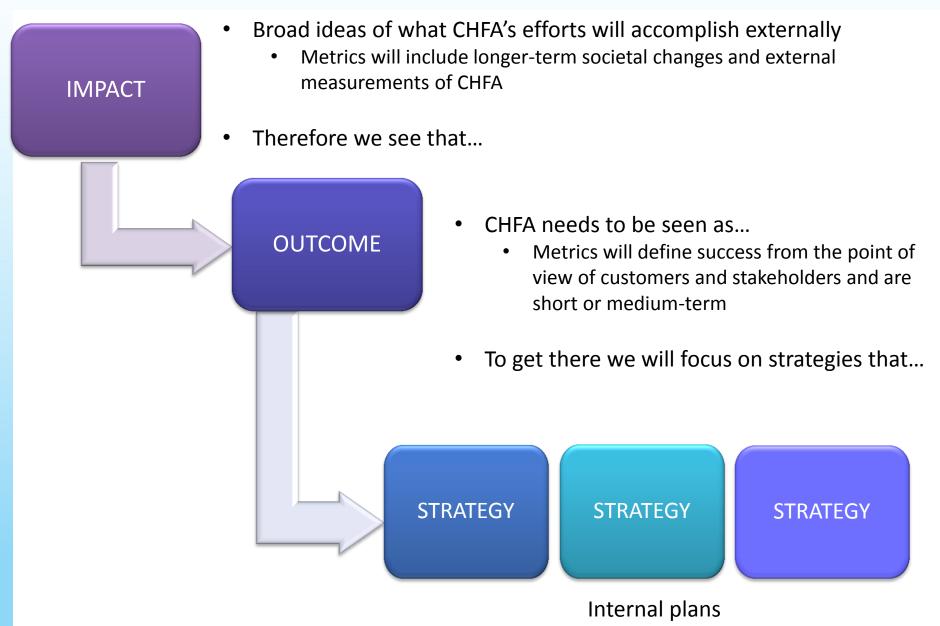




2017 STRATEGIC PLAN





Be a leader for change

- ... which means increased awareness, improved reputation, improved efficiencies, increase in number of partners
- Therefore we see that...

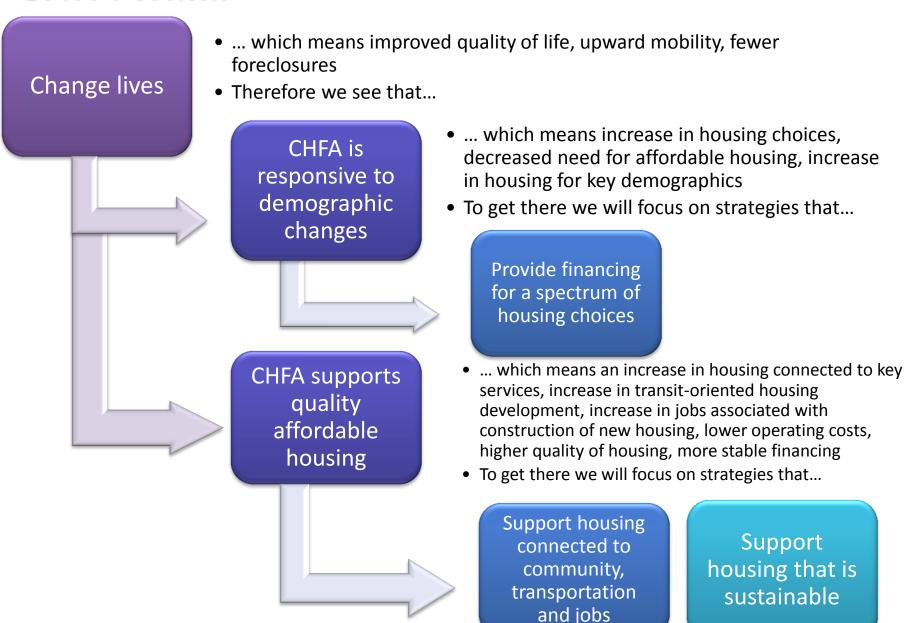
CHFA is a responsive and adaptive lender

- ... which means greater efficiency, increased workforce capacity, agile lender
- To get there we will focus on strategies that...

Improve organizational capacity

Forge critical partnerships

Provide critical data that informs housing policy



Transform the state for the better

- ... which means an increase in first-time homebuyers, increase in availability of affordable housing
- Therefore we see that...

CHFA has a positive impact on the community

CHFA is a good steward of funds

• ... which means an increase in private investment in CT, increase in jobs resulting from affordable housing development, improved communities, increased or stabilized property values, decrease in foreclosed properties

• To get there we will focus on strategies that...

Target multifamily development

Provide responsible lending that meets the needs of the community

Preserve existing affordable housing

- ... which means reduction of expenses, reduction in defaults, reduction in workouts
- To get there we will focus on strategies that...

Maximize revenue in balance with mission

Minimize expenses and risks to the extent possible