



# at home

CIL 2020 Annual Report

# what's inside...



04

CEO Thoughts

06

Photo Essay: What's in a Porch?

16

Case Study: Sale, Renovate,  
Leaseback



18

Welcome Home

20

Impact Report

22

Team News



I wonder how many organizations in the past decade thought it would be a great idea to make a strategic plan and call it their 2020 Vision. I know I was involved in a couple and I'm quite certain that neither of them came anywhere close to what we've seen so far in 2020.

Like most of you, I've been trying to find a new balance in work and life and adjust to the many changes that seem to confront me on a weekly, if not daily, basis. There are professional challenges and personal challenges, and sometimes there are just challenges that defy categorization.

My parents live in an area of Upstate New York known as the North Country. They both have conditions that make them high risk in these COVID-times, so they've largely stayed home and I've not had a chance to visit them much. A few times, we have met at a park near their home. I'm using the North Country definition of "near," which means about a 45-minute drive for them and a 4-hour drive for me.

We've had picnic lunches and tried to understand each other through our masks. A couple of times my son has been able to join me for these visits. It's not ideal, but it's the best we've come up with that we are all comfortable doing. I'm not sure what we'll do

# O oughts

Kent Schwendy, President/CEO

when the snow starts flying up there, but I imagine we will find a way to get together.

Although I haven't been to my parents' home in months, I have often thought about the cross-stitched prayer framed in their front hall. "Lord grant me the serenity to accept the things I cannot change, the courage to change the things I can, and the wisdom to know the difference." I think this is a very appropriate prayer for our current situation.

In these times when it's tempting to start playing Zoom games like counting the number of times you hear "uncertain" or "unprecedented," perhaps we need to focus more on recognizing what we can change and what we can't.

Sure, there are plenty of things outside our control and we've all gotten a big slice of humble pie instead of our grand 2020 Vision. But let's focus on what we can do and those who still need our help. We've had some wakeup calls on that front, too. Maybe 2020 will be the year that someday we look back on as the tipping point when having to be apart finally brought us together. ■



Photo Essay

# What's in a Porch?

Story by Samantha VanSchoick, Director of Strategic Partnerships  
Photography by TimeFrozen Photography

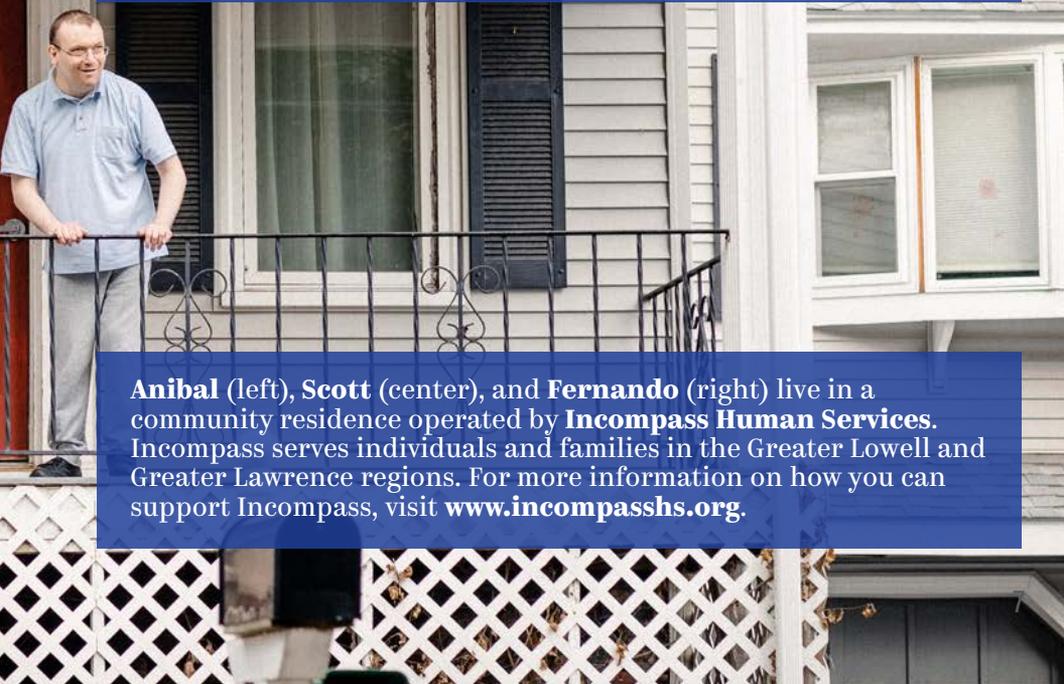


The house I grew up in had a long and narrow front porch with a lot of personality. It was made of smooth, round, beige and gray stones the size of basketballs, and black slate tiled the porch floor. When I think of home, I still think of that porch: summer nights spent lighting sparklers off the side, the five-gallon buckets full of coal that lined the perimeter to be used for heat, muck boots of all sizes to the left of the door, and various tools that hadn't yet made it back to where they actually belonged after a recent (or not-so-recent) use.

The front porch as we know it is actually a somewhat modern invention. Front porches came to be about 150 years ago, rising in popularity as designers realized that with a front porch, people could leave windows open when it

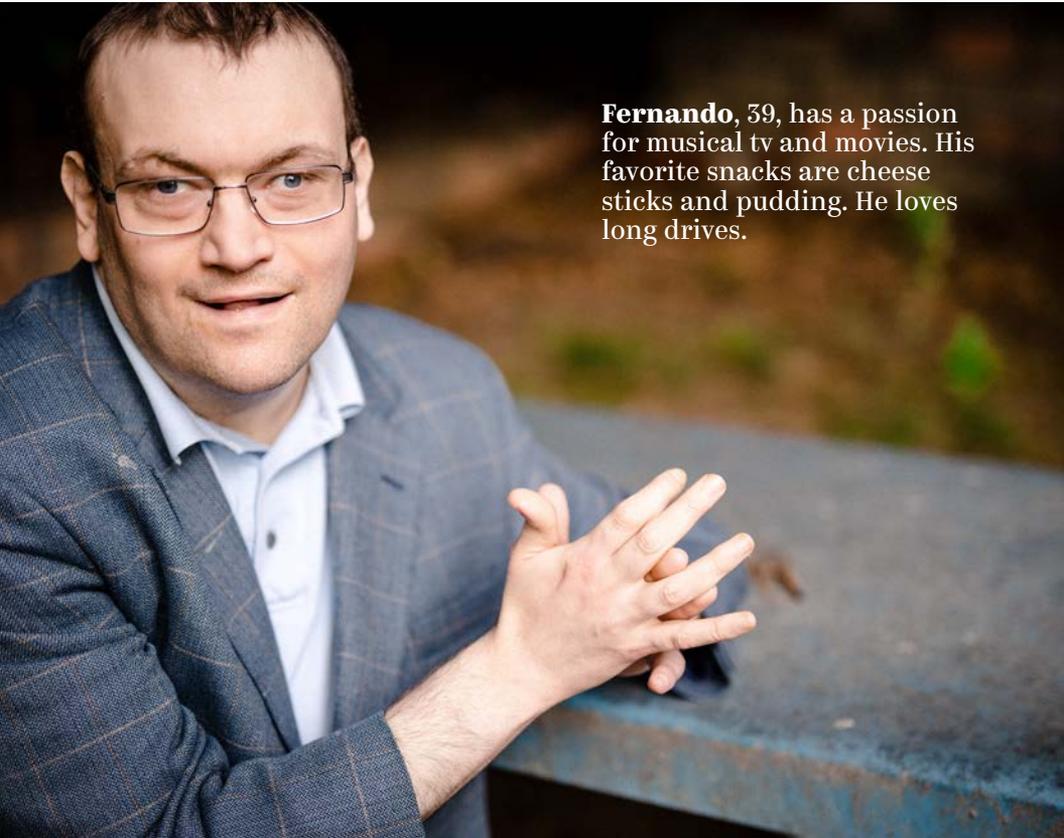
rained for better air circulation. As homes increasingly incorporated front porches into their design, they became an important piece of community fabric, neighbors walking by could stop for conversation or a nightcap.

Given the history of the front porch, it seems so fitting that during this time of pandemic - when many of us are worried about air quality and losing community connections - that "front porch photos," i.e. family portraits taken at a safe distance, normally on the front porch or in the yard, have become so popular. That's why CIL put out an offer to our partner agencies to visit a few homes we developed and have some much-needed fun taking front porch photos with the residents.



**Anibal** (left), **Scott** (center), and **Fernando** (right) live in a community residence operated by **Incompass Human Services**. Incompass serves individuals and families in the Greater Lowell and Greater Lawrence regions. For more information on how you can support Incompass, visit [www.incompasshs.org](http://www.incompasshs.org).

**Anibal, 42**, loves hip hop and Afro beats music, and watches music videos and sings along with them. He enjoys doing crossword puzzles, playing dominos, and card games like Uno. Anibal is a huge soccer fan, loves going out in the summer to the soccer field to watch soccer games and is a Chelsea F.C. fan.



**Fernando, 39**, has a passion for musical tv and movies. His favorite snacks are cheese sticks and pudding. He loves long drives.



**Scott**, 41, loves Italian food. He is a fan of cartoons, and watching olden days movies like Superman with Christopher Reeves and Power Rangers. Scott loves playing card games with his housemates and loves to sleep.





**Steven**, 59, has autism. He loves to fish, but also kick up his feet and relax in his comfortable recliner in his room. Steven looks forward to weekly visits from his parents and twice a month spends the weekends with them. He can prepare a mean breakfast of toast and eggs!



**Casey, 47,** enjoys spending a lot of time outside. He can often be found sitting on the bench near his garden or swinging on the swing.

**Steven, John, Casey, Bobby, and Anthony,** live in a community residence operated by **Pathlight**. Pathlight offers a broad range of services tailored to people with intellectual disabilities, developmental disabilities, and autism, and their families throughout Western MA. For more information on how you can support Pathlight, visit [www.pathlightgroup.org](http://www.pathlightgroup.org).





Always wearing some kind of baseball cap, **Casey** loves to be a part of the conversation, but also loves his space.



**Anthony's** (left) favorite color is black and he enjoys spending time on the sunporch with his housemates. Tony, 60, loves Polka music and the 80's.

**John** (below), 51, loves his peace and quiet. He loves coffee but doesn't enjoy anything prepared in the crock pot. During the warmer months John joins his housemates on the sunporch and participates in puzzles and sorting blocks.



**Regina** (top right), **Eric** (bottom right), and **Jose** (bottom left) also live in a community residence operated by **Pathlight**.

**Regina**, 47, is non-verbal but communicates her needs, wants and feelings through eye gazes, smiling, and laughing. She is outgoing with staff, very friendly, always smiling and gets along well with the people around her. She loves to interact, loves to dress nice and wear jewelry.

**Eric**, 51, likes to be outdoors and dressed in cool clothing. He loves music and anything associated with music, often listening to music in his bedroom and during baths and showers. He likes to attend parades, movies and local outdoor musical events.

**Jose**, 51, is very social. He enjoys participating in “Buddy Baseball”, sporting events and community integrated activities. He enjoys music, especially Janet Jackson. Jose likes interacting with people and being cared for by people familiar with his limited communication ability. ■







# Sale, Renovate, & Leaseback

## A Simple Way to Get Value Now Out of Real Estate

**T**he pandemic has pushed many providers to rethink their real estate. Having homes with multiple landlords, no clear path to ownership, and fluctuating rents has driven an increased interest in sale, renovate, and leaseback projects. Because CIL is a nonprofit, it is often able to do these projects in a way that results in lower lease payments for the agency, provides a clear path to ownership, and, when applicable, takes advantage of special financing programs such as the Facilities Consolidation Fund in Massachusetts. CIL has completed dozens of sale, renovate, and leaseback projects over the years. A few advantages to this project type include:

**Speed:** With a willing seller, CIL can complete a sale/leaseback in as fast as one month.

**Lower Rents:** CIL can provide agencies with lower monthly rent payments than other private developers or landlords.

**Fast capital:** If the agency already owns the home, they can recapitalize with CIL.

**Renovate:** Sale/leasebacks are also a great way for homes to get any needed renovations without having to put any capital down.

**Own:** After completing a sale, renovate, and leaseback with CIL, at the end of the lease terms, CIL donates the home to the agency.

# Sale, Renovate, & Leaseback: Case Study

## Goal's for the project: What did the client ask CIL to do?

The service provider came to CIL looking for an opportunity to buy-out their current leases so they could reduce their rent amount, take advantage of Facilities Consolidation Fund (FCF) financing, and at the end of the 30-year lease period, have the homes donated to them.

## Fast Facts

**Services Provided:**  
Financing, Construction (as needed), FCF

**Total # of Properties:**  
10+ homes

**Locations:**  
Multiple locations in MA

**Population:** I/DD

At the beginning of the project, it was important to understand what the homes looked like: were they all “new construction,” or were some renovations? Would they all qualify for FCF financing? What shape are the homes in? If renovations were required, what would that look like in the COVID era, as the homes are occupied by residents and staff on a daily basis? Once CIL's development team understood all these factors, they were able to dive right in.

## Experience: What has been the main challenge and how is CIL overcoming it?

The agency has an option to purchase the homes that they cannot assign to CIL, so they are acquiring each home utilizing a bridge loan for a short period of time until CIL can purchase. CIL's development team is working to minimize the amount of time that the agency has to “hold” each property, which requires close coordination.

## The outcome: Is CIL proud of the result?

At the moment, CIL is in the process of coordinating the acquisition of the properties, using the first two homes as “test cases” to iron out the paperwork and timeline required. Ultimately, closing on these properties, reducing rent and operating costs for the agency, providing upgrades to the homes, and at the end of the day being able to donate the properties is a huge measure of success. The agency is happy and has already added additional homes to the list for next summer! ■



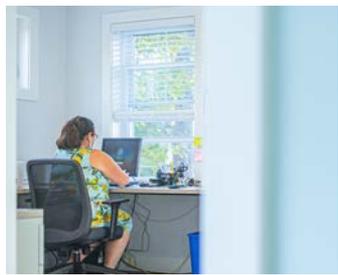
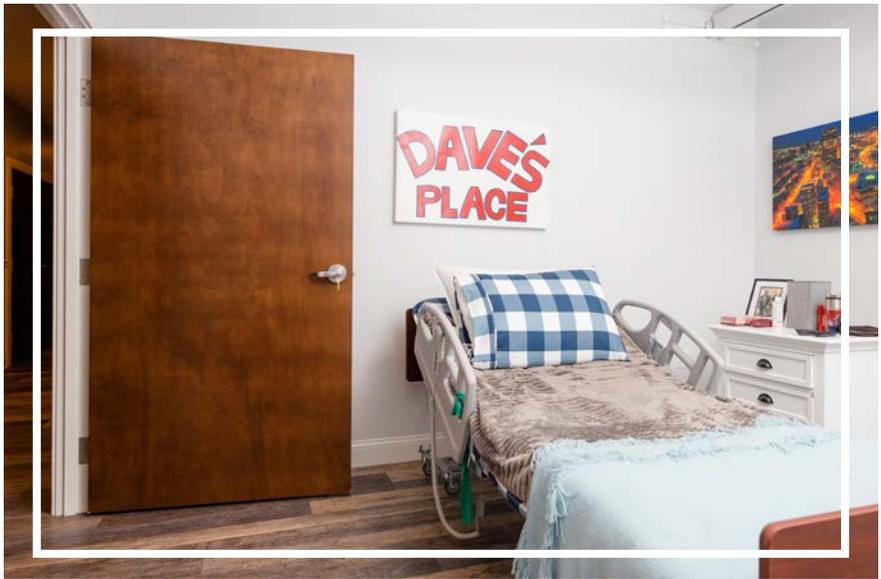
# welcome home...

**W**ork, Community, Independence (WCI), provides residential, individual, in-home & employment/day supports to people with a wide range of intellectual disabilities, including physical, sensory, autism & acquired brain injury, helping them to achieve a rich, meaningful life within the community.

This home in Maynard, MA, is WCI's first acquired brain injury home. The home features five bedrooms, two outdoor gathering spaces, and on the second floor has office space for WCI team members. ■



Photography by TimeFrozen



# Impact Report

SINCE 1979, CIL HAS...

INVESTED

**\$634,261,817**

IN DEVELOPING COMMUNITIES



**2,664**

HOMES DEVELOPED



**8,383**

PEOPLE & FAMILIES HELPED



Access**Solutions**

ADMINISTERED 608 GRANTS AND  
130 MONEY FOLLOWS THE PERSON  
THROUGH ACCESSOLUTIONS



148

DEVELOPMENT  
CONSULTING PROJECTS



321

UNITS OF MULTIFAMILY &  
MIXED USE



230 LICENSED MA  
COMMUNITY RESIDENCES



539 LICENSED CT  
COMMUNITY RESIDENCES



465

OTHER PRODUCTION  
(HOMEBUYER PROGRAMS, OFFICE  
SPACE, ETC.)

# Team News

Working away from the office means new challenges, new opportunities, and new coworkers of the furry and tiny human sort. It's not always glamorous, but we are happy to be able to keep fulfilling CIL's mission from home!





# Team Milestones



**Tom Galeota,**  
CIL Vice President  
of Operational  
Effectiveness,  
celebrates 5 years  
with CIL!

CIL welcomed  
Marketing Intern  
**Lauren Roth** to the  
team this summer.  
She continues her  
internship remotely,  
primarily helping  
with CIL's digital  
marketing.



## Corporation for Independent Living Board of Directors

Sharon Malone, Chair  
Gioia Zack, Vice Chair  
James D. Parry, Immediate Past Chair  
Barbara Pilarcik, Treasurer  
Maria Green, Secretary  
Kent Schwendy, President/CEO  
Stanley Ingersoll, Director  
Patrick Pinnell, Director  
Jack Soos, Director  
Andrew Woods, Director

# Honoring an Advocate



On Thursday, October 22, 2020 CIL hosted a virtual tribute to lifelong disability rights advocate and former Arc President, Quincy Abbot. Quincy has been an advocate for people with intellectual disabilities since his third daughter, Becky, was born with brain damage in 1963. He was an active member of The Arc National Board from 1991 to 2001, and he served as The Arc's National President (1996-1998). One of his many accomplishments, born out of his efforts to enable people with I/DD to move out of institutions in Connecticut, was the founding of CIL. A short film shown during the program, **Quincy Abbot & The Story of CIL**, detailed his efforts to help people with disabilities move into the community and have a higher quality of life.

## CIL Development Incorporated Board of Directors

William Farley, Chair  
R. Michael Goman, Vice Chair/Treasurer  
Maria Green, Secretary  
Kent Schwendy, President/CEO  
James D. Parry, Director  
Patrick Pinnell, Director  
Gioia Zack, Director  
David McKinley, Benefit Officer

# Simplifying real estate development, so your vision gets built.



**COMMUNITY  
RESIDENCES**



**FINANCING  
SOLUTIONS**



**DEVELOPMENT  
CONSULTING**



**OFFICE &  
PROGRAM SPACE**



**COMMUNITY  
REVITALIZATION**



**ACCESSOLUTIONS**

**Every project starts with a conversation.  
Let's Chat: [www.cil.org](http://www.cil.org)**



# Thank you to our 2020 Community Matters Sponsors!

**Hartford Foundation for Public Giving  
William Caspar Graustein Memorial Fund  
EnviroPlan LLC**

CIL is a 501(c)(3) that helps other nonprofits focus on what they are great at: helping others. Donations to the Community Matters Campaign help us continue to provide real estate solutions for nonprofit agencies, municipalities, and community members who cannot otherwise afford them.



157 Charter Oak Ave  
Hartford, CT, 06106  
(860) 563-6011  
[www.cil.org](http://www.cil.org)