



SNAPSHOT



FOUNDING

Capital Impact was formed as a District of Columbia nonprofit in 1982 as part of the National Consumer Cooperative Bank Act. Once a small program focused on helping cooperative organizations contribute to the economic development of low- and moderate-income communities, we grew and evolved into a stand-alone nonprofit Community Development Financial Institution.

Over the years, while our name and designation have changed, one thing has remained constant: our purpose. In 1978, the San Diego Local Development Corporation (an LDC) was formed. LDCs were created to inject more capital into more small businesses, and in turn, create more local jobs. In 1981, we became San Diego Certified Development Company, a CDC. In 1991, our name was changed to CDC Small Business Finance.

MISSION

Through capital and commitment, Capital Impact helps people build communities of opportunity that breaks barriers to success.

As a leader in the community and economic development field, CDC Small Business Finance provides access to transformative products, services, and advocacy to ensure ALL small businesses have the opportunity to succeed and grow.

VALUES

Brave: We speak with candor even when our position may be unpopular.

Tenacious: We are tireless advocates for our mission.

Inclusive: We seek out and actively listen to different perspectives.

Creative: We look beyond the obvious to meet challenges head on.

Integrity: Professionalism and honesty define how we do business. Integrity is integral to our trusted and valued relationships with our lending and community partners, small businesses and with each other.

Teamwork: We believe in the power of what can be realized by working together. Our individual contributions are only a part of the process and teamwork serves to amplify our impact.

Commitment: We are committed to high performance, outstanding service and to being a leader in our industry and community. Our commitment is driven by our passion for our work.

Making a Difference: Every day, we strive to make a difference in someone's life - a small business, a lender, a student, a co-worker, a partner. This is our Why.

STAFF

Approximately

100

Approximately

130

OFFICE LOCATIONS

Arlington, VA (Headquarters)

New York, NY

Detroit, MI

Austin, TX

Oakland, CA

San Diego, CA (main office)

Additional office locations include
Orange County, Los Angeles, Riverside, Oakland and Sacramento in California and Phoenix, AZ.

OFFERINGS

Mission-driven Lending

Social Innovation Programs

Impact Investing

Public Policy

Capacity Building

Commercial Real Estate Lending

Small Business Lending

Business Advising Services

Advocacy + Policy

AREAS OF FOCUS

Affordable Housing

Aging in Community

Cooperative Development

Education

Health Care

Inclusive Food Systems

Small Business: Commercial Real Estate Ownership and Working Capital

Access to affordable and responsible small business financing for entrepreneurs of color, women and veterans

Job creation

GEOGRAPHIC FOCUS/PLACE BASED STRATEGIES

California

Michigan and Northwest Ohio

New York Metro area

Texas

Washington, D.C. Metro area

California

Arizona

Nevada

**National: SBA Community
Advantage loan**

LENDING OFFERINGS

Our lending supports large facilities to provide access to critical social services. Our focus is on real estate-backed loans of \$1 million and up.

Acquisition

Bridge

Construction

Pre-Development

Tenant Improvement

Mini-perm and permanent financing

Working Capital

New Markets Tax Credits

In addition to offering direct loans, we partner with financial and social innovators to create lending initiatives targeting specific sectors and geographies to amplify community impact.

SBA 504 - Commercial Real Estate and Heavy Equipment loan

SBA Community Advantage - Working Capital loan from \$20,000-\$250,000

SBA Microloan - Working Capital loan up to \$50,000

Impact Loan (via our CDFI)- Working Capital loan from \$20,000-\$500,000

Working capital loan use can include:

buy, start or expand a business; buy equipment; hire employees; purchase inventory; buy supplies, cover payroll; increase marketing; relocate; optimize cash flow; improve your building; make lease payments; pay off a loan; consolidate debt

PROGRAMS & AFFILIATES

We work in collaboration with a variety of organizations to convene leaders, deliver technical assistance, and connect nonprofits and enterprises to capital. Our local networks are key to identifying community needs and have inspired many impactful local and national initiatives. Recent examples include:

Equitable Development Initiative

Stay Midtown (Detroit)

DC Housing Preservation Fund

Healthier California Fund

Entrepreneurs of Color Fund

Co-op Innovation Award

Michigan Good Food Fund

New Jersey Statewide Assisted Living Program (ALP)

Bankers Small Business

CDC of California (Bankers):

A CDC Small Business Finance affiliate, Bankers is a CDFI focused on small business lending to entrepreneurs of color in California. Through its various lending programs, including the African-American/Latino Loan Fund, Bankers CDC provides working capital up to \$500,000.

CDC Capital Markets:

A CDC affiliate, CDC Capital Markets provides wholesale 1st mortgage solutions to SBA 504 lenders across the United States expanding financing options to small businesses. The program is in partnership with Morgan Stanley.

Ventures Lending Technologies:

A technology solutions company. The premiere product is Ventures+, a loan portfolio management software. The cloud-based software provides lenders full life-cycle loan management from application to servicing. Ventures Lending Technologies is a CDC affiliate.

California Southern Small

Business Development Corporation:

A partner to lenders across the State of California that provides a loan guarantee to underserved small businesses that have difficulty securing financing. The guarantee is backed by the State of California's Loan Guarantee Program. A separate organization where CDC executives are administrators and part of the leadership team.

IMPACT

We have invested more than \$2.5 billion to serve 5.5 million people and create more than 38,000 jobs. This includes:

2.9 million patients receiving health care at 548 community health centers

271,000 students in 265 high-quality charter schools

1.3 million people with access to healthy food from 100 local retailers

16,000 elders aging with dignity in 192 communities

40,000 affordable housing units in 264 communities

890,000 customers served by 221 co-op businesses

Since 1978:

Helped over 12,000 small business owners access \$20.7 billion in financing

209,000 jobs created/preserved

FY19 Snapshot:

2019 Impact Report

SBA 504: \$275.3M dollars approved

SBA Community Advantage: \$29.6M dollars approved

Financing to entrepreneurs of color, women and veterans: \$25.4M

Small Businesses assisted: 622

Jobs created/preserved: 6,377

Business Advising hours: 7,600

PPP Loan:

as of July 30, 2020

Approved 4,025 PPP loans for \$189 million

Average loan size of \$47,000 demonstrates our commitment to serving small businesses of all sizes —with loans ranging from \$148 to \$1,100,000.

PORTFOLIO SIZE

Total Managed Loan Portfolio:
\$768 million

Total Under Management:
\$2.12 billion

FY2019 INVESTORS AND FUNDERS

Capital Impact Investment Notes:
\$136.6 million

Federal Government + FHLBank Atlanta:
\$106 million

Financial Institutions:
\$72.5 million

Foundations & Other CDFIs:
\$54.6 million

Grants:
\$1.4 million

Impact Investors:
\$17 million

CULTURE HIGHLIGHTS

Justice Strategy

On-Site All-Staff Retreat w/ Community

Service Day

Summer Fridays

Values Award Potluck & Videos

Staff selected community nonprofit organization awards

Celebrating Culture and Impact

MLK Day of Service

Ditch Day

Bring Your Dog to Work Day

Themed Pot-lucks

Values Awards

Surfing Monkey Award for 15 years

Year-End Celebration

CDC University