

# Tips from the Pros

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and

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Accion San Diego



In conversation with Susan Brown

# Impact Investment

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Pacific Community Ventures

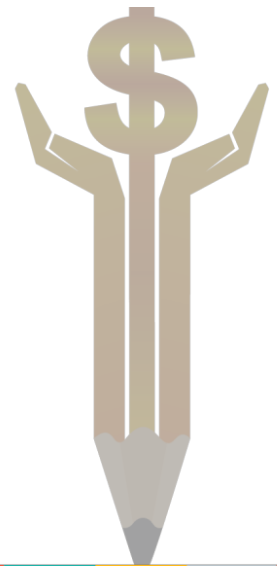
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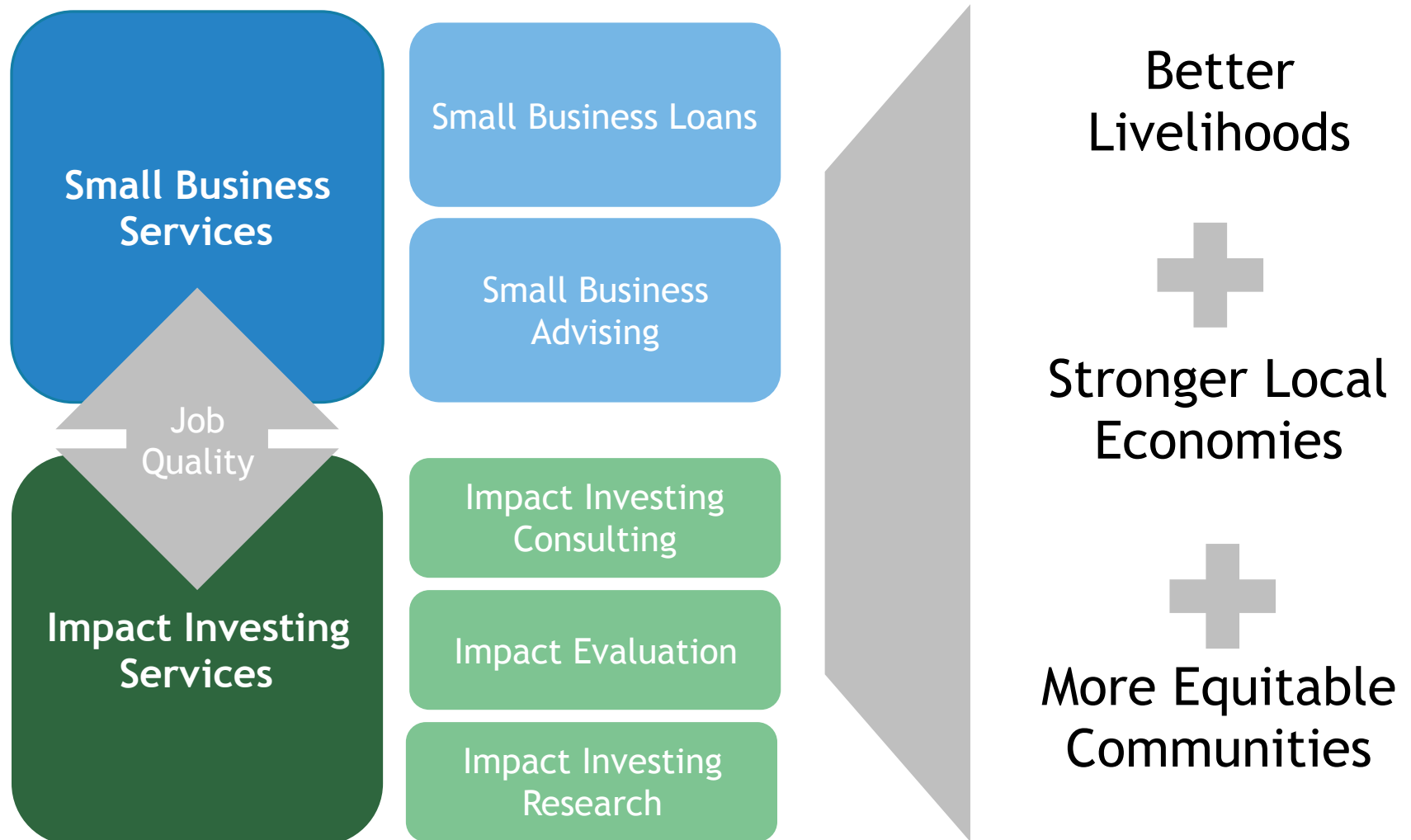


# Pacific Community Ventures

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APRIL 2019

# Pacific Community Ventures



# PCV's Social Impact Rating Tool - Scoring

	Category		Sub-Category	Indicator	Score*	Percentage Score	Weight in Category	Sub-Category Score
2	Enterprise	2.1	Contribution	Availability of Other Funding		0%	63%	0%
				Ability to Articulate Support Needed		0%	38%	

0%

## Definition/ Guiding Question:

To what extent is PCV's funding instrumental to the success of the project, and similar projects?

## Scoring Guidelines:

Scores range from 0 to 1:

1 = Business owner is unable to access funding through traditional banks or family / friend networks

0 = Business owner is able to access funding through traditional banks or family / friend networks\*

\*For the purposes of this assessment, we will only be considering friend and family financing that appears on the borrower's balance sheet

# PCV's Impact DD Tool – Scoring Summary

Scoring Summary			
Category	Impact Rating	Loan Score	Median Score
<b>Overall Score</b>	<b>Good</b>	<b>56%</b>	<b>55%</b>
Owners and Employees	Good	55%	53%
Enterprise	High	63%	50%
Customers and Community	Very High	54%	50%

UPDATE



Indicator	Indicator Name	Weight	Assigned Score	Contribution to Overall Score
<b>1</b>	<b>Owners and Employees</b>	<b>78%</b>	<b>55%</b>	<b>43%</b>
1.1	Business Owner			
1.1.1	Business Owner Demographics	5%	50%	2%
1.1.2	Business Owner LMI Status	8%	100%	8%
1.2	Employees			
1.2.1	Employees	16%	100%	16%
1.2.2	Jobs Created (Past Year)	5%	50%	2%
1.2.3	Plans for Job Creation	8%	0%	0%
1.2.4	Employee Demographics	10%	50%	5%
1.2.5	Employee LMI Status	2%	33%	1%
1.2.6	Living Wage	5%	33%	2%
1.2.7	Basic Benefits	5%	0%	0%
1.2.8	Career-Building Opportunities	5%	33%	2%
1.2.9	Wealth-Building Opportunities	5%	100%	5%
1.2.10	Fair and Engaging Workplace	5%	0%	0%
1.2.11	Willingness to Engage with PCV to Improve Job Quality	2%	50%	1%
<b>2</b>	<b>Enterprise</b>	<b>16%</b>	<b>63%</b>	<b>10%</b>
2.1	Contribution			
2.1.1	Availability of Other Funding	10%	100%	10%
2.1.2	Ability to Articulate Support Needed	6%	0%	0%
<b>3</b>	<b>Customers and Community</b>	<b>7%</b>	<b>54%</b>	<b>4%</b>
3.1	Social / Environmental Mission & Value of Product / Service	3%	50%	1%
3.2	Regional Opportunity Index	2%	50%	1%
3.3	Years in Operation	1%	100%	1%
3.4	Partnerships	0%	0%	0%
3.5	Likelihood of Causing Negative Community Effects	1%	50%	1%

SUBMIT

# CDC SMALL BUSINESS FINANCE

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CAMEO Micro-lenders Forum 2019



# WHO WE ARE

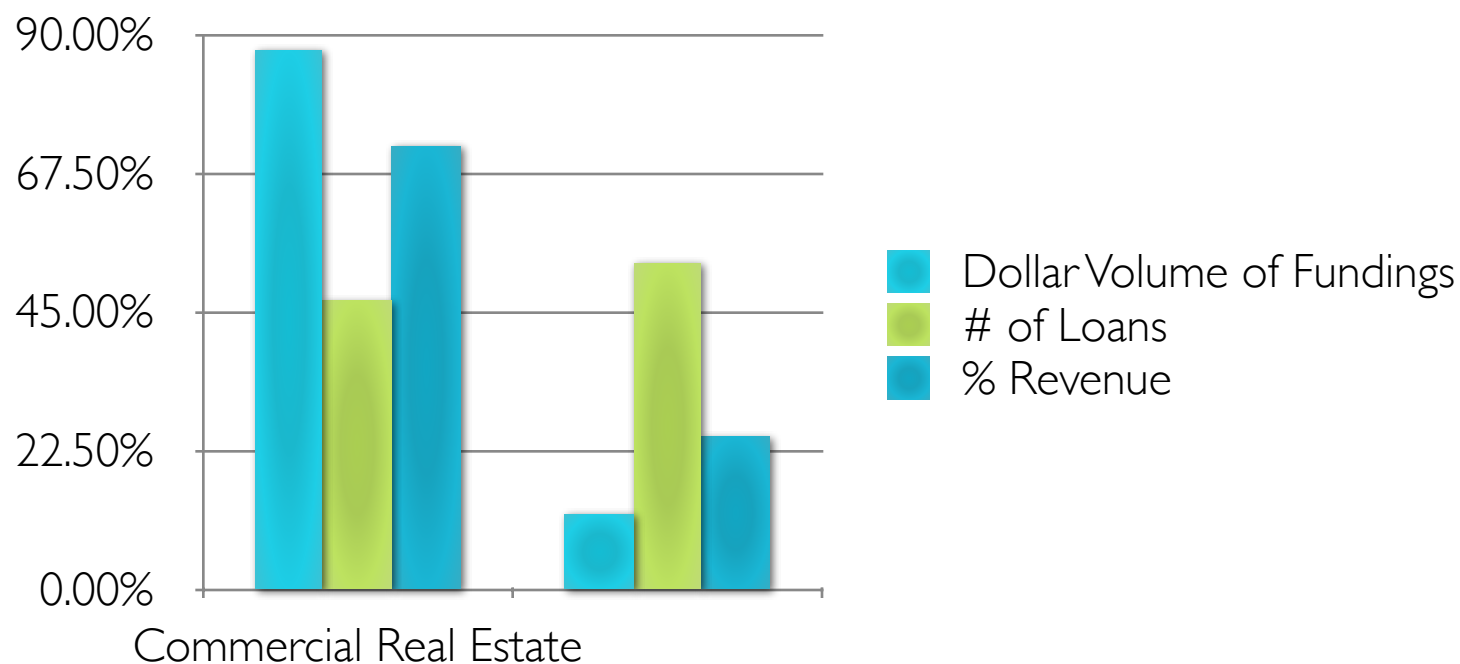
- 40 years; non-profit
- Lend in California, Arizona, Nevada
- Largest SBA 504 & Community Advantage
- Portfolio = \$1.9 billion
- 2018
  - \$401 million in approved loans
  - 519 entrepreneurs finances
  - \$146.5 million to women, veterans & minorities





# CDC Small Business Finance: Loan Products

- Intermediary for the SBA for CRE Lending up to \$5million
- Direct Small Business Lending Products \$50k-\$500k



# Amalgamated Bank Overview

April 2019



[amalgamatedbank.com](http://amalgamatedbank.com)  
Member FDIC

# Mission, Vision, Values...

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## OUR VISION

Amalgamated Bank's mission is to be America's socially responsible bank

## OUR MISSION

Become the go-to bank for those individuals and organizations that serve the greater good

## OUR VALUES

Support the common good

Always be fair and equitable

Be passionately involved

Put the customer first

Leave things better than how you found them

# We're paving the path towards better banking

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- Proud to be **America's largest Certified B Corp** bank
- One of 6 US banks in the **Global Alliance for Banking on Values** joining a global network of 54 financial institutions worldwide who care about people and the planet and not just profit
- Member of the **Community Development Bankers Association (CDBA)**
- Received 2<sup>nd</sup> place award in **Real Leaders 100 Top Impact Companies** in 2018



## Our impact

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### PRODUCTS

- One of the first banks to accept the New York City municipal ID card to open an account, we continue to advocate for and support underserved populations
- Our First Home Club program makes home ownership a reality for working families in our communities



### LENDING

- We don't lend to companies that are working against social, economic, or environmental progress
- Last year we closed 20 community development loans, totaling \$97m



### INITIATIVES

- We committed \$20m to fund a low-interest loan program for minority and women-owned Businesses
- By committing over 60% of total lending to low-income communities, we became a member of the Community Development Bankers Association



### INVESTMENT

- The Amalgamated Investment Services Aria 100% Fossil Fuel Free Portfolio screens to ensure no investment in fossil fuels†
- Impact and ESG investment solutions to match values with investment goals

# Full Service Banking for the Mission-First Community

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## COMMERCIAL BANKING



## TRUST SERVICES



## CONSUMER BANKING

- Sustainability
- Community & Education Empowerment
- Renewable Energy
- Labor Unions
- Environmental & Social Activism
- Food Systems
- Non-Profits
- Political Organizations
- Impact Investing
- B Corporations
- Small Business Lending
- Foundations



# Thank you

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