



U.S. Small Business
Administration



C.A.M.E.O.

SBA/CAMEO Regional Meeting

March 17, 2021



Welcome

- Name
- Organization
- Something you're grateful for (personal or professional)



AGENDA

- Welcome and Intro
- COVID Programs (SBA)
- Welcome New SBA Partners (El Pájaro)
- Our Network Is Stronger Than Ever (CAMEO)
- Networking Fun!



SBA Update

- Julie Clowes, District Director of the San Francisco District Office, SBA
- Marlow Schindler-Lender Relations Specialist



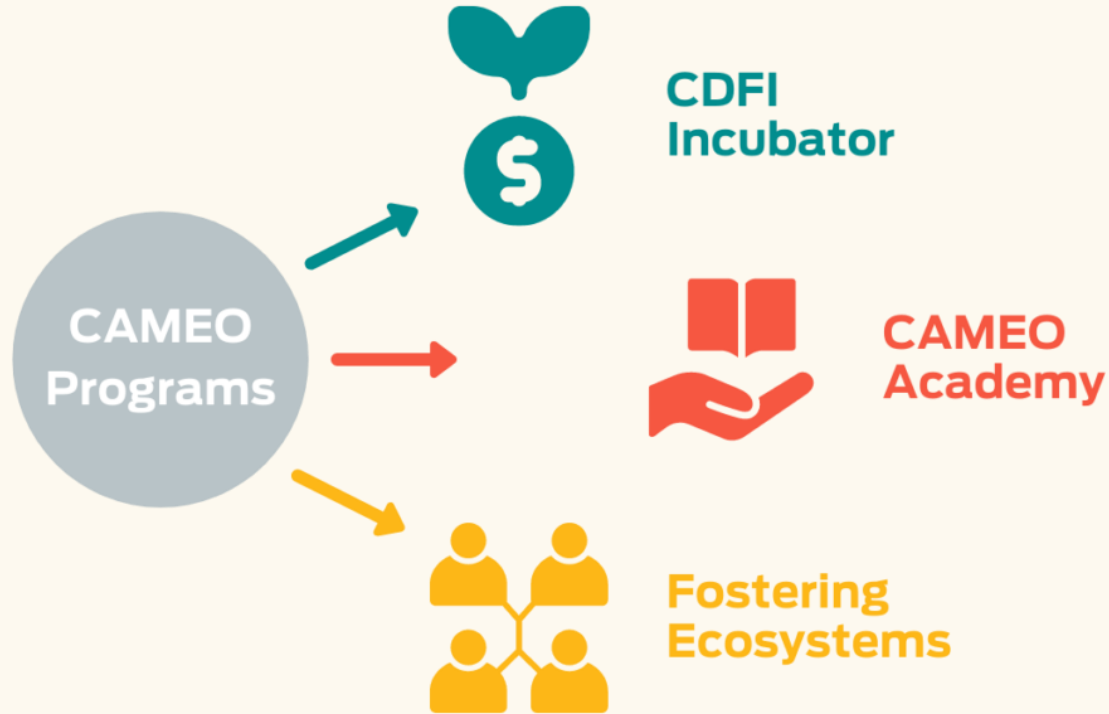
El Pájaro CDC

- Carmen Herrera-Mansir, Executive Director, El Pajaro CDC, new WBC!



CAMEO Update

Heidi Pickman, VP, Programs and Policy



2020 Growth



52

Webinars and
Events

↑ 58%

5,048

Registrants

↑ 338%

77%

Participation
Rate

↑ 5%

CDFI Incubator

- MicroLending Essentials (MiLEs)
- CDFI Essentials
- Lending Front Cohort
- Carrot Fund



CDFI Incubator – Organizational Assistance




Working Solutions
Capital. Consulting. Community.



renaissance
entrepreneurship center

**New Small Business Revolving Loan Fund
for San Francisco's District 10**

*Learn more and apply at
www.workingsolutions.org/D10-loan-fund*



Provided consulting services to the District 10 Implementation Committee to support the launch of San Francisco D10 (Bayview) Revolving Loan Fund

Coaching Academy → COVID Response



2020

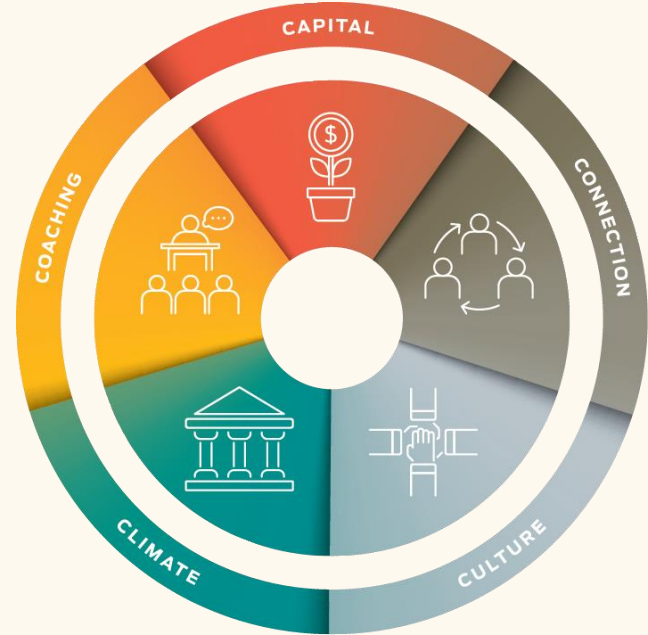
- Taking Your TA Online
- Pandemic Unemployment Assistance Program
 - **1,431 self-employed individuals** reached out to our hotline
- Timely Trainings
 - First to Navigate PPP-EIDL, etc
 - How to Develop a Loan Deferment Policy and Write of Bad Loans

2021

- Small Business California Relief Grant
- California Relief Fund Unmatched
- ???

Fostering Ecosystem

- Meet the FDCs
- 8 Regional Meetings
- 13 Listening Sessions
- Affinity Group Calls
 - Lenders
 - TA Providers
 - CA Rebuilding Fund Cohort



Fostering Ecosystems - Collaborations



Advocacy

Focus Areas

- Responsible Small Business Lending
- State and Federal COVID Policy Response
- FY 2021 Appropriations
- Executive Order 13560 letter and outreach

Activities

- Advocacy Day
- Participating in 7 Policy Coalitions
- Participating in Small Business Majority's 30 minute Policy update every other Friday



Networking

Introduce yourself – name, org, share contact info; if unfamiliar a little something about you.

- How have you fared through these uncharted COVID times? Personally / organizationally
- What adjustments have you made or lessons/ useful tip have you gained for serving clients?
- New skills or practices you've applied to serve clients?