



2020

YEAR IN REVIEW

\$1MM+

Raised



Grew to **307** Members

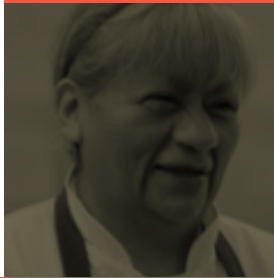
Grew email list by
50%

Grew website
visitors by
629%

52 Webinars & events
(58%↑)

5,048 Registrants
(338%↑)

77% Participation
(5%↑)



PROGRAMS

CDFI Incubator

Microlending Essentials

We offered **3 sold out** Microlending Essentials classes and trained **over 75 organizations**, including **8 from out of state**.

CDFI Essentials

We trained **12 organizations** (double from last year), and offered **monthly cohort calls** plus individual organizational assistance.

Other Initiatives

- Lending Front (tech)
- Carrot Fund (loan capital)
- Organizational Assistance

[Microlending Essentials] has made me a better Business Counselor. I feel more confident now in advising my clients on how to prepare and apply for loans, and manage their overall business finances. Understanding the underwriting process is crucial, and I highly recommend taking this course for anyone involved in our field. Thank you so much Susan, and CAMEO!

– S. Seng, Asian Pacific Islander
Small Business Program

*Click for more info: [CDFI Incubator](#)

Coaching Academy: COVID Response

- Taking Your TA Online: we trained 93 participants resulting in at least 7 new online classes.
- Pandemic Unemployment Assistance Program: 1,431 self-employed individuals reached out to our hotline
- Timely trainings on PPP-EIDL, Loan Deferment, Writing Off Bad Loans

Fostering Ecosystems

- Meet the FDCs
- 8 Regional Meetings
- 13 Listening Sessions
- Affinity group calls with lenders, TA providers, CA Rebuilding Fund cohort
- Entrepreneurship Advantage, Greater LA Region
- Collaborative partner in 11 statewide and national coalitions