

A decorative pattern of small triangles in yellow and light blue, arranged in a circular, overlapping fashion, located in the top-left corner of the page.

# CAMEO 2022 Annual Report

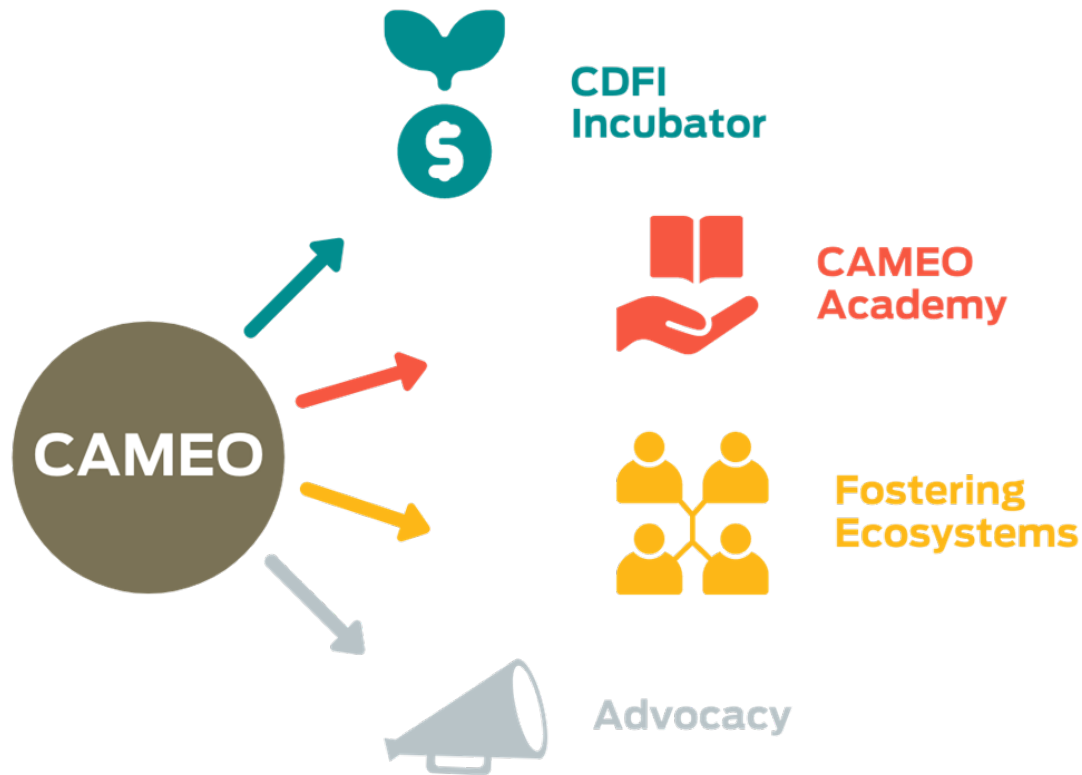


# New Member Organizations

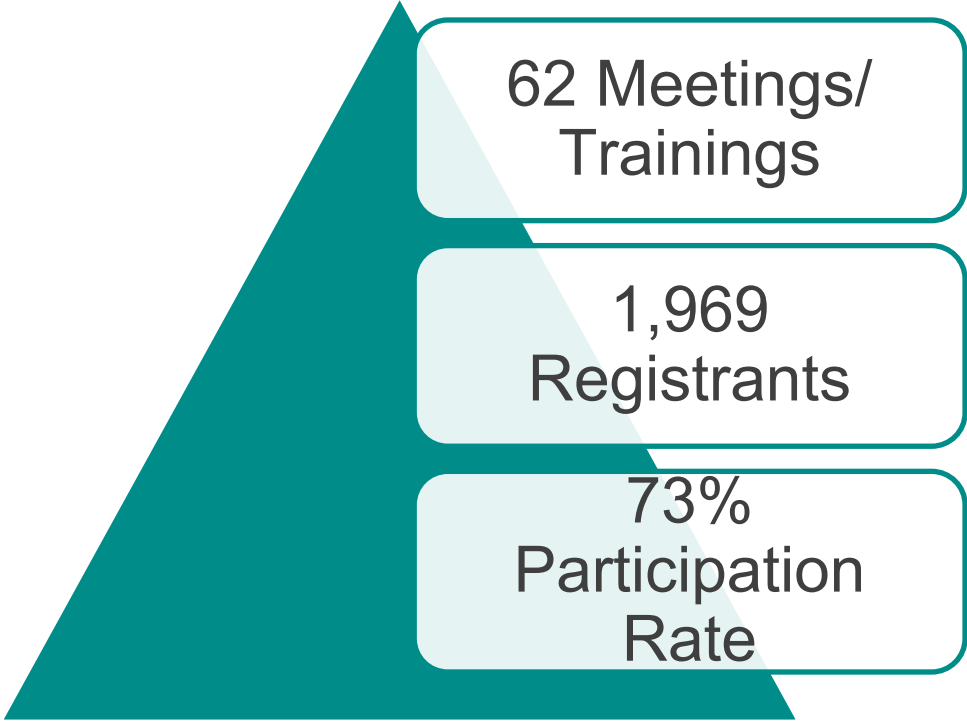
- NW Native Development Fund
- Colorado Dept. of Agriculture
- Pathway, INC.
- Capital Funding, Inc.
- Community Investment Collaborative
- Bet Tzedek Legal Services
- Mercedes Tondre
- Rende Progress Capital
- Vohryzek & Co.
- Brightpoint Development Fund
- Baybrook Revitalization
- Community Fund of North Miami Dade, Inc.
- NCRC Community Development Fund
- SCORE Los Angeles
- Logan Heights CDC
- Small Business Development Corp. of Orange County
- CLIMB Fund
- Stockton Impact Corps
- Infinity Point CDFI
- City of Newark
- Asenso Finance Inc
- Black Cultural Zone CDC
- African Americans for Economic Empowerment
- Creser Capital Fund
- Asociación de Emprendedor@s

395 Members

# Program Impact



# CAMEO Academy



62 Meetings/  
Trainings

1,969  
Registrants

73%  
Participation  
Rate

# CAMEO Academy - Special trainings

- **WECAN:** hosted six cohort calls with topics selected by the participating organizations and provided advisory services to WBCs to increase their impact on marketing, fundraising, data collection, and other needs.
- **Cooking Up for Success:** created a 4-part series with the NY Immigration Coalition to train resource partners to understand entrepreneurship and the ecosystem of support for food business in the state of New York with 162 registrants
- **How to Serve California Agriculture:** in partnership with California FarmLink, delivered an 8-week train-the-trainer class in the fall with 28 people registered and a developed a facilitator's guide

# CAMEO Academy



We launched a **Member-Only** section on our online Learning Management System to boost membership value.

- **667** users in CAMEO Academy
- **35** classes offered

## CDFI National Academy

The Academy offers courses for all stages of professional development for CDFI and mission-based lending staff who work in micro-lending and small business lending.

## CDFI Incubator

A comprehensive suite of programs for young mission-based lenders that would like to strengthen their lending infrastructure, knowledge, and skills for greater impact and stronger portfolios.

## Members Only

Access exclusive trainings for members only at no additional cost!

Not a member? Browse our catalogue and pay by the course or [join CAMEO](#) and enjoy the perks!

## FREE CAMEO Courses

Access CAMEO - curated trainings! These courses are open to the general public.

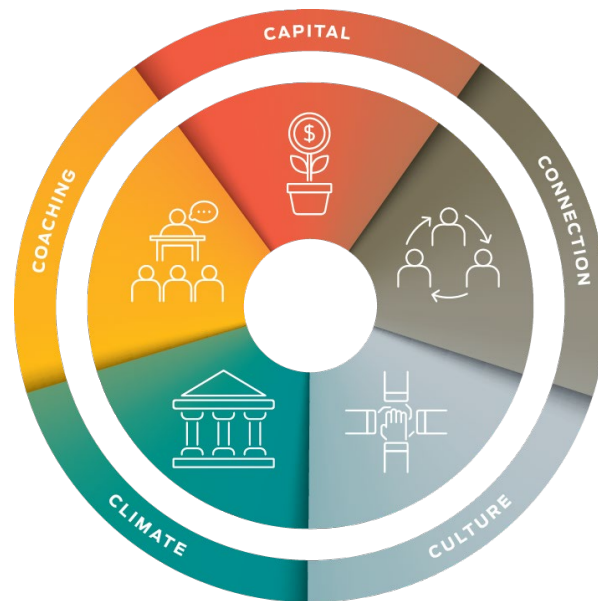
## Go to CAMEO website

# California Rebuilding Fund

## Unmatched Program

Partnered with **23** CAMEO members for the CA Rebuilding Fund

**900** entrepreneurs received technical assistance/loans from partnering organizations



# Fiscal Sponsorships







**CDFI**  
INCUBATOR

# CDFI Incubator

## Annual Microlender Forum

- Unmasking Economic Justice for Small Business Recovery
- Held September 2022 in San Francisco attended by 76 microlending leaders

## Microlending Essentials (MiLEs): SOLD OUT!

- 44 staff at 31 organizations trained at two 5-day underwriting training



# CDFI Incubator

## CDFI Essentials: Year-Long Lending Best Practices Training

- 2 cohorts of 22 total organizations from 9 states with 1-4 staff per organization
- 11 monthly training sessions and peer learning per cohort plus ongoing consulting

**Online Lending Platforms Serving 4 CDFIs** with LenderFit, DownHome, and MMS



# CDFI Incubator

## IMPACT FUND

### Portfolio Stats:

- 6 loans totaling \$880,000 deployed to 5 CDFIs for lending capital since 2018
- Portfolio \$495,000
- **CDFI Fund Certification Update**
  - Approved for 3<sup>rd</sup> CDFI TA Grant in 2022 for \$125,000
  - Renewed \$500,000 Investment in lending capital from Capital One
  - Pathway established to apply for CDFI Certification in 2023



IMPACT  
FUND

# \*New\* National CDFI Academy

A first of its kind Academy of high-quality courses to be delivered specifically to staff of micro and small business-lending CDFI's around the country from emerging organizations to well established organizations.



## Launch!

Clinton Global Initiative  
September 2022  
New York

Course Catalog  
Developed  
45 Courses

## Courses Delivered

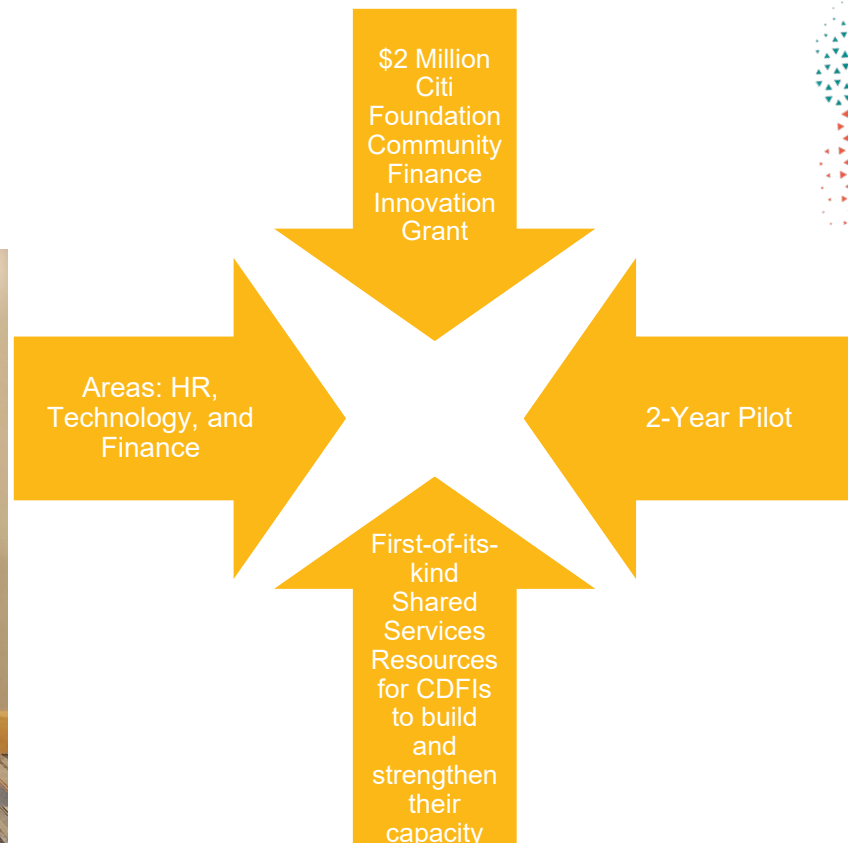
- CDFI Fund Certification Basics 101
- SBA Microloan Program Basics 101

## Courses in Early 2023

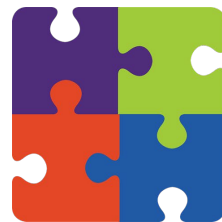
- 4 Strategic Management Courses
- 1 Governance Course



# \*New\* Shared Services Center



# Participating Organizations



**Working  
Solutions**  
Capital. Consulting. Community.

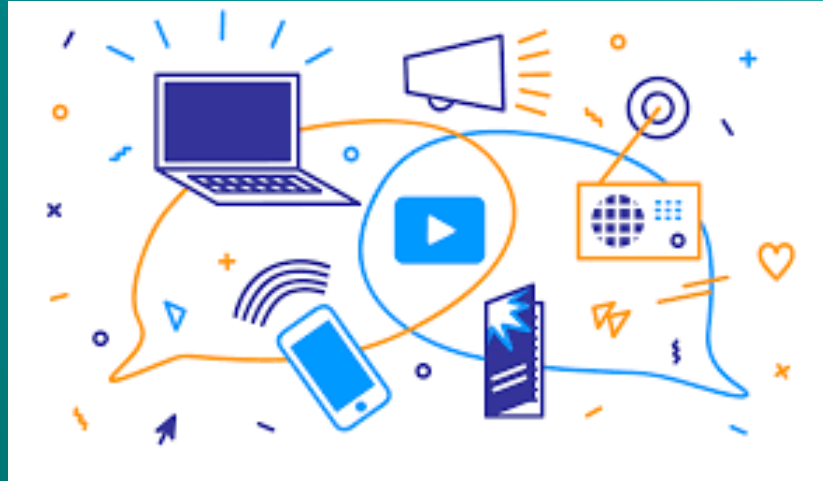


**Pathway Capital Funding**



**Pacific  
Community  
Ventures**

# Communications





# Marketing / Communications

- This time last year, we had 43 media hits; year-to-date for 2022, we have 66 media hits
- Carolina has a *Forbes* column about every 6 weeks
- Daniela returned on 11/14 to provide more capacity





# State Advocacy 2022

- Successful Budget = **\$105.5 million for ecosystem**
- Sponsored 1 bill
- Supported 17 bills
  - 11 signed into law
  - 6 died in the legislative process
- 9 of 17 bills we supported were priority bills
  - 6 signed into law
  - 3 died in the legislative process
- Continued increased exposure
  - Testified at 2 bill hearings as a witness
  - Carolina on the plenary stage at California Forward



# State Advocacy Issues 2023



- Permanent Funding for state CDFI Fund
- SSBCI
  - Inclusion of underserved in the program
  - Incentives to increase participation by lenders
- Responsible Small Business Lending
  - Eliminating sunset on SB 1235
  - Guardrails on broker fees
- CERF Participation

# Federal Issues

- Appropriations: SBA, CDFI, USDA
- Reauthorization of WBC, SBDC, SCORE programs
- Federal Truth in Lending
- Dodd-Frank 1071 data collection rules / CFPB Support
- CRA Modernization



# **CAMEO Financial Report**

## **9/30/2022**



# Statement of Activities

## As of September 30, 2022

	Actual	Budget
Corporate & Foundation Grants	\$ 1,387,500	\$ 619,494
Earned Income	287,086	67,500
Federal Grants	320,378	243,378
Other Revenue	276,717	154,263
<b>Total Revenue</b>	<b>\$ 2,271,681</b>	<b>\$ 1,084,635</b>
Salaries & Related Expenses	552,990	574,028
Professional & Contractual Services	260,781	256,863
Rent & Occupancy	36,210	36,601
Grants & Awards	90,200	75,000
Other Expenses	120,084	139,237
<b>Total Expenses</b>	<b>\$ 1,060,265</b>	<b>\$ 1,081,729</b>
<b>Change in Net Assets</b>	<b>\$ 1,211,416</b>	<b>\$ 2,906</b>

In September CAMEO received approval for a \$2M grant over 2 years from Citibank to create a Shared Services Program for 5 CDFI's.