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Past results are not indicative of future performance.
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Former Managing Director at Charles Schwab, SVP Venture Capital, and over a decade in impact investments.

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ABOUT CNOTE

• WOMEN-LED IMPACT INVESTMENT PLATFORM, B-CORP

• MISSION: TO CLOSE THE WEALTH GAP IN THE U.S. THROUGH FINANCIAL INNOVATION

• OVER 50 YEARS OF COLLECTIVE CDFI EXPERTISE

• SERVING A NETWORK OF CDFIS ACROSS ALL 50 STATES

• SUPPORT INSTITUTIONS ON THEIR JOURNEY TO IDENTIFY, INVEST AND REPORT ON COMMUNITY INVESTMENT

• MEANINGFUL, MEASURABLE PLACE-BASED SOCIAL IMPACT
WHAT ARE CDFIS?

COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS (CDFIS) SHARE A COMMON GOAL OF EXPANDING ECONOMIC OPPORTUNITY IN LOW-INCOME COMMUNITIES BY PROVIDING ACCESS TO FINANCIAL PRODUCTS AND SERVICES FOR LOCAL RESIDENTS AND BUSINESSES.

UNDERSTANDING THE CDFI MARKET

- U.S. TREASURY CERTIFIED COMMUNITY LENDERS
- 40+ YEAR TRACK RECORD
- MARKET SIZE OVER $220 BILLION
- OVER 1,000 FEDERALLY CERTIFIED CDFIS
- FOUR TYPES: BANKS, LOAN FUNDS, CREDIT UNIONS, AND VENTURE CAPITAL FUNDS
WHY CDFIS? (FINANCIAL)

- **FINANCIAL PERFORMANCE**
  Historic charge-off rates on par with FDIC institutions.

- **NEW YIELD OPPORTUNITY**
  Non-concessionary opportunities

- **DIVERSIFICATION**

- **CAPITAL PRESERVATION**
  Conservative stewards of capital, strong performance even during ’08-09.

- **PLACE-BASED, LOCALLY FOCUSED**
  Embedded in the communities they serve, which improves underwriting and outcomes.

- **PROVEN ASSET CLASS**

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WHY CDFIS? (IMPACT)

- **DELIVER FINANCIAL RESOURCES TO UNDER-SERVED COMMUNITIES**

- **ACCESS TO AFFORDABLE HOUSING, SMALL BUSINESS SUPPORT, EDUCATION**

- **TECHNICAL ASSISTANCE**

- **MEANS TO CLOSE THE WEALTH GAP**

- **RELEVANCY: RACIAL EQUITY, BLACK-LED BUSINESSES, DIVERSITY & INCLUSION, WOMEN'S EMPOWERMENT, CLIMATE**
REAL IMPACT: REAL STORIES

- JAMINE MOTON, FIRST-TIME ENTREPRENEUR AND A “BULLY'S BULLY”
- RECEIVED HER FIRST LOAN FROM A CDFI
- TRANSFORMED HER BUSINESS AND HER LIFE
- TRACKING TO OVER $1M IN REVENUE AND LEADING FIRM IN ATLANTA

CDFI INVESTMENTS: WHY NOW

- PROVEN CAPITAL PRESERVATION
  Return Spectrum: 1-5%
  Maturity 90-day to 5+ Years
  Investments & FDIC Opportunities

- DIRECT & MEASURABLE IMPACT
  Direct Project Output: Affordable Housing, Jobs, Schools
  Easy to Quantify & Human-Centered Stories

- OPPORTUNITY FOR PLACE & CUSTOM INVESTMENTS
  Invest by City, State or Region
  Themes Ranging from Racial Equity to Climate to Gender Lens
CDFI LANDSCAPE IN LA

- Los Angeles is one of the most ethnically diverse metropolitan areas in the country, with one of the highest poverty rates.
- The greater Los Angeles area is served by over 30 CDFIs.
- Range from small organizations focused on one neighborhood to large statewide and even national institutions.
- Data from the CDFI Fund show that Los Angeles County receives less CDFI investment activity per person in poverty as compared to other large metro areas across the U.S.
- Focused Lending
  - Affordable Housing (Century Housing Corporation, Low Income Investment Fund LA)
  - Small Business, Micro-Business, and Minority Owned Business Lending (Valley Economic Development Center, Genesis LA)
  - Financial Education and Counseling (Inclusive Action, First Choice Bank)

LISC LA - METRO AFFORDABLE TRANSIT CONNECTED HOUSING

- Match Program is an affordable housing loan program for Los Angeles County.
- Will bring an estimated $75 million for acquisition and predevelopment financing to preserve and expand affordable homes near high quality transit.
- Structured to help developers acquire existing low-rent apartments near transit, to help stabilize neighborhoods and existing residents while preparing for future growth.
- Public & private blended capital for community development.
RESOURCES

- FIND WHAT CDFIS ARE WORKING IN YOUR NEIGHBORHOOD:
  HTTPS://OFN.ORG/CDFI-LOCATOR

- BLACK LED CDFIS ACROSS THE COUNTRY:
  HTTPS://WWW.MYCNOTE.COM/BLACK-LED-COMMUNITY-FINANCE-ORGGS/

- LISC CDFI INDUSTRY WHITE PAPER, “CDFIS AND IMPACT INVESTING: AN INDUSTRY REVIEW”:
  HTTPS://WWW.LISC.ORG/MEDIA/FILER_PUBLIC/8F/21/8F21577D-BCF1-4B23-A180-F59A581558B0/011118_RESOURCE_REPORT_CDFI_IMPACT_INVESTING_FINAL.PDF

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