

# ENVISIONING A POWERFUL FUTURE

# Mission, Vision, & Values



## MISSION

We promote economic justice and alleviate poverty by increasing the financial resilience and sustainability of community-based nonprofits and enterprises. Through flexible financial products and sound advice, we create opportunities to make socially responsible investments that revitalize Northern and Central California communities.

## VALUES

**CONSCIOUS INVESTMENT:** We deploy capital and knowledge that creates long-term systems change to power structures.

**LEARNING:** We use evaluation, reflection, and knowledge sharing to inform nimble and innovative approaches to solutions that achieve personal and organizational excellence.

**HUMILITY AND RESPECT:** We value the wealth of experience, insight, and culture rooted in the communities we work with.

**CLIENT SERVICE FOCUSED:** We are responsive and consistent in our interactions. Everything starts with our clients' needs. We adapt our process and offerings accordingly.

## VISION

We envision financially strong and culturally vibrant communities where each person has access to decent jobs, homes, health care, education, and economic opportunities. We work in partnership with individuals and organizations who share our vision of sustainable communities and social and economic justice.

**RACIAL AND ECONOMIC EQUITY:** We recognize that a history of discriminatory financial practices and intentional disinvestment have contributed to a lack of economic progress in low-income communities and communities of color. Community Vision provides capital and technical assistance for communities that have been systemically disadvantaged to ensure fairness in opportunities, resources, and rights for everyone.

**INTEGRITY:** We are honest, accountable, and transparent with each other and our stakeholders. We value and practice sound ethical character and behavior.

**COLLABORATION:** We recognize and engage each other's strengths to achieve a shared vision or goal.

# A Message from the President



**DEAR FRIENDS,**

Welcome to our Fiscal Year 2020 annual report. As the incoming President of Community Vision, I'm honored to

write this letter and I hope you enjoy reading this report. Recognizing the devastation and loss that took place in 2020, we are proud to share some highlights that uplift the powerful work being carried out by leaders in our communities.

This last year was one of profound pain, change, and uncertainty. The COVID-19 pandemic laid bare the historically deep racial inequities that our country must reckon with and mend. We continue to see communities of color most impacted by the pandemic, while experiencing inadequate and disproportionately low access to financial assistance. As a financial institution committed to becoming an anti-racist organization we will continue to push ourselves to be more bold and courageous in transforming how we do our work.

Community Vision is a leader in the CDFI industry in laying the groundwork for a more democratic, inclusive, and reparative economy. Our response to the impact of COVID-19 is community-centered, intentional and guided by our strategic plan and the internal racial equity work we embarked on more than six years ago. Over the last year, we developed

new ways of collaborating with communities, and new ways of measuring our impact.

Today, we are a financially strong, multifaceted social justice-focused organization that brings together capital and deep expertise to be a true partner, collaborator, and accomplice in community self determination. We know that CDFIs, including Community Vision, must move beyond mainstream financial models and invest in radically different strategies that drive change by creating equitable access to capital and opportunities for communities intentionally left out. In my more than 24 years serving in numerous roles throughout Community Vision, I am confident that we have built a solid foundation for a bold next phase of our organization that centers systemic change and racial equity.

Lastly, but quite importantly, I offer deep gratitude to Community Vision's staff who, despite the challenges the year presented, worked tirelessly to support meeting community needs. I am grateful to lead Community Vision in this next phase of our work, and I thank you for your partnership.

Warmly,  
  
**Catherine Howard**

AT A GLANCE:

FISCAL YEAR 2020

\$67M Loan portfolio invested → \$284M leveraged to benefit historically disinvested communities

117,601 People served by our clients throughout California communities

\$11.2M In New Markets Tax Credits deployed to increase community food access

>278,500 Square feet of community facility space created or preserved

167 Affordable homes created or preserved

>400 Nonprofits participated in real estate & financial management trainings

LOAN FUND



\$80M

Total 2020 Loan Fund

GRANTMAKING

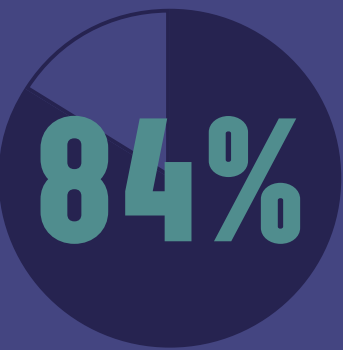


\$6.25M

Deployed through grantmaking to support COVID-19 relief, space stabilization, food systems, and nonprofit and small business capacity building

COVID-19 RELIEF

Total Capital  
\$2,925,327



of COVID relief capital went to BIPOC-led organizations





## *COVID-19 RESPONSE:* **DIRECTING RESOURCES TO MEET COMMUNITY NEEDS**

The COVID-19 pandemic exacerbated inequities present in our society and exposed how structural racism marginalizes and harms Black, Indigenous, and people of color (BIPOC). We recognize that communities of color continue to experience disproportionate rates of infection, business closures, and challenges accessing resources to navigate through the impacts of the pandemic. Community Vision based our COVID relief efforts on our organizational commitment to racial equity. As a collaborator and trusted advisor, we modified our offerings and quickly developed a strategic outreach plan that centered on establishing partnerships with organizations that could reach BIPOC communities.

*PHOTO: Urban Tilth*



*The COVID-19 relief supports us in continuing our Hip Hop education and activism in our community, including supporting Bay Area Hip Hop artists who have been economically impacted by the shutdown, and partnering with local organizations to provide virtual programming and events in Oakland.*

– GEMA ELENA CANTU,  
HIP HOP FOR CHANGE, INC.

## Building Awareness & Capacity: Technical Assistance, Webinars, & Trainings

As shelter in place orders took effect, nonprofit organizations needed support in navigating the uncertainty of the pandemic. We began free rapid response technical assistance phone consultations to support nonprofits through their financial and real estate challenges. Overall, we conducted more than 70 calls with art and culture, direct service, and other community-serving organizations throughout the Bay Area and Central Valley. In addition, we partnered with the Self-Help Federal Credit Union to provide technical assistance to nonprofits organizations applying to the Paycheck Protection Program. This partnership resulted in 65 forgivable loans funded, totaling \$12,954,966. Along with our technical assistance offerings, we held 23 informational webinars and trainings on financial management, real estate readiness, and navigating immediate and long-term impacts of COVID.

# \$1,548,672

**COVID RELIEF CAPITAL DEPLOYED  
IN OAKLAND; 96% OF SUPPORT  
WENT TO BIPOC-LED ORGS**

## Responding to Immediate Needs: Lending & Grantmaking

The pandemic created immediate financial impacts on small businesses and nonprofits that required us to re-evaluate our lending and grant making practices. We began to offer rapid response financing at lowered interest rates for new projects and partnered with existing borrowers to restructure their loans as needed. Access to grant funds for unexpected costs and contingency plans were a high-priority need. We redirected an existing grant fund to channel resources to Black-led organizations in the East Bay. As the administrators of California FreshWorks, we re-focused the technical assistance grant program and awarded 19 grants totaling \$533,867 to support farmers, small businesses, and nonprofit organizations in responding to the food access needs of communities most vulnerable to impacts of COVID-19. FreshWorks also deployed \$81,157 in forgivable loans to businesses that made changes to both continue operations and support other food entrepreneurs serving the community in the pandemic.

## Oakland CARES Nonprofit Grant Fund

Community Vision was selected to administer the federally funded Oakland CARES Nonprofit Grant Fund in partnership with the City of Oakland. Through this grant program, 41 organizations received awards totaling \$850,000. The one-time grants were awarded to organizations with budgets of less than \$1 million that provide programs and services to address the impacts of COVID-19 in Oakland's disinvested communities, which continue to be hardest hit by the pandemic. It is critical to prioritize nonprofits that demonstrate deep community roots and established trust as these are the organizations that can reach local leaders who are caring for their neighbors. This partnership with the City enabled us to do that.

# 95%

**OF OAKLAND CARES GRANTEES  
WERE BIPOC-LED**

## Supporting Community Health Through Delivery of Fresh, Local Produce

Urban Tilth is a leader and catalyst for building a healthy and just local food system. With more than 15 years of experience training youth in urban agriculture and distributing locally-grown produce to community members of the North Richmond and Iron Triangle area of central Richmond. Operating seven farms, Urban Tilth grows organic produce for a Community Supported Agriculture (CSA) program and for several free farm stands. The organization's deep connections in the community meant that they were a go-to source for fresh food when the shelter-in-place ordinance took effect. Early in the pandemic, referrals from elected officials, nonprofit organizations, and county social service programs grew Urban Tilth's CSA waitlist to nearly 200 families. To meet this need, Urban Tilth built connections with regional farmers, many of whom had surplus produce due to the closure of businesses and schools across the state.

For health and safety reasons Urban Tilth began home delivery of CSA boxes rather than having customers pick them up. The increased demand for their CSA meant that they also needed to increase their capacity to offer deliveries. Community Vision blended our financial tools, including a COVID response loan and a California FreshWorks grant, to strengthen Urban Tilth's capacity. As a result, Urban Tilth identified a market for small farmers and created more jobs in the process.

*Community Vision's support helped us deliver more food to more people. We can really feel the love when we deliver CSA boxes and residents answer their door with gratitude for the food and for our work.*

– MARCO LEMUS,  
URBAN TILTH

PHOTO: Urban Tilth







## *INVESTING IN LEADERSHIP:* **BUILDING POWER & COMMUNITY WEALTH**

Supporting community-owned and community-governed projects creates shared prosperity and builds collective, and self-directed economic and political power. We are in a critical time that offers us the opportunity to reimagine a financial system that supports low-income communities and communities of color in building wealth and stability for themselves, their families, and their neighborhoods. We believe that the CDFI industry can lead radically different strategies in order to drive change towards economic and racial justice.

*PHOTO: Jefferson Economic Development Institute*



## Our Commitment to Action: Black Liberation Initiative

The unfolding of 2020 pushed us to refine and refocus who we are as a CDFI and how we can best leverage our organizational capacities to more intentionally support the Black community. We engaged with Black leaders and decision-makers to develop a Black Liberation Initiative that directs resources to projects focused on building power and leadership.

The initiative features two key components; an organizational scorecard and a grants program. The scorecard is now applied when assessing mission-fit of all of our lending and consulting projects. Since July 2020, we've awarded four Black Liberation Grants totaling \$185,000 to the Greenlining Institute, Fresno Metro Black Chamber of Commerce, Friends of the Hoover-Durant Public Library, and the Richmond Neighborhood Housing Services. The grants support the creation of a small business network for legacy and start-up businesses in East Oakland, a Black developers network for residential and commercial real estate, a cultural asset map that documents cultural and historical landmarks around Oakland's San Pablo Avenue corridor, and COVID relief support for small businesses in the Fresno region.

## Community Controlled Capital: REAL People's Fund

The REAL People's Fund is a community-controlled capital fund designed and democratically managed by six community organizing groups, that offers equitable access to finance for small businesses in the disinvested communities of Alameda and Contra Costa Counties. The fund is changing the landscape of how financial investments are made by shifting the power of governance and decision-making into the hands of East Bay movement-building organizations.

Administered by Community Vision and RUNWAY, the Fund provides flexible capital on fair terms and pairs loan recipients with ongoing technical assistance support and access to a network of peers through Uptima Entrepreneur Cooperative. The REAL People's Fund launches in 2021 with support from anchor investors the San Francisco Foundation, The Rockefeller Foundation, and the Kataly Foundation, as well as institutional support from the East Bay Community Foundation.

*2020 was a wake up call for many to the reality of systemic racism and the need to invest in Black businesses and communities. Because of our 20 year history serving the Fresno region, we became a go to source for quickly getting information and resources to businesses in historically underserved communities.*

**– TARA LYNN GRAY, FRESNO METRO  
BLACK CHAMBER OF COMMERCE  
& CHAMBER FOUNDATION**

## Cultivating an Equitable Food System: California FreshWorks

California FreshWorks is an ecosystem of service providers and practitioners, including a network of six CDFIs, that invest capital into projects and businesses that increase access to healthy food, cultivate local economic power, and support leadership development. FreshWorks was designed to work at the intersection of finance and social justice in the food system. As administrators of FreshWorks, Community Vision looks holistically at multiple forms of capital – financial, navigational, social – and how they contribute to the strength and success of community-based organizations and small businesses.

## The Food Future is Here Podcast Series

Our six-part podcast series "The Food Future is Here" is a powerful take on how the FreshWorks community is changing the food system. Developed in 2020, the series centralizes the voices of BIPOC-owned small businesses and community-centered food system advocates and how the FreshWorks program is paving the way toward an equitable and sustainable food system. The podcast is available on Spotify, Apple Podcasts, and on our website at [communityvisionca.org/foodfuturepodcast](https://communityvisionca.org/foodfuturepodcast).

# \$533,867

**AWARDED THROUGH  
FRESHWORKS TO FARMERS, SMALL  
BUSINESSES, AND NONPROFIT  
ORGANIZATIONS IN 2020**

## Supporting Small Business Ecosystems in Fresno

In 2018, we began working with Miriam Martinez, Founder and Owner of La Jacka Mobile. One of her long-term goals was to acquire a kitchen facility to expand her market reach and provide long-term stability for her business. It often takes several years for a small business to build up its capacity to purchase or lease a facility. Entrepreneurs of color, women, immigrants, and people whose first language is not English often experience additional roadblocks that white and male entrepreneurs do not. For example, lack of

access to "runway capital", lack of services in appropriate languages, perceptions that a business or community is too risky to invest in, and financial products that do not meet the needs or circumstances of a business. Miriam, an immigrant whose first language is Spanish, faced many of these barriers herself as she established and grew La Jacka Mobile.

In the Summer of 2019, La Jacka became a member of a commissary kitchen located just south of downtown Fresno. Shortly after, the kitchen business was being sold. The owners wanted to ensure the facility remained locally-owned and available to community minded entrepreneurs, which is why they approached Miriam with an offer to purchase the kitchen in the Fall of 2019.

In order to purchase and operate the kitchen, Miriam needed guidance. Despite many efforts to identify support, the agencies she turned to were unable to fully support her with Spanish language guidance and services. FreshWorks partnered with Leticia Corona the Central California Regional Lead Advisor from the Office of the Small Business Advocate. With support from FreshWorks, they were able to steer Miriam to a Spanish-speaking business strategist, Nydia Cardenas, who supported Miriam with developing a business plan for kitchen operations. In June 2020, FreshWorks provided La Jacka with a loan to purchase necessary kitchen equipment to operate the kitchen, now known as The Hot Spot Kitchen.

*Being able to operate this kitchen and offer space to other food vendors is a major accomplishment not only for La Jacka, but for the families in our community. It ensures that existing tenants can grow here and opens up more opportunities for immigrant entrepreneurs here in Fresno.*

**– MIRIAM MARTINEZ, LA JACKA  
MOBILE & THE HOT  
SPOT KITCHEN**



PHOTO: La Jacka Mobile





## LAND ACCESS & PLACE-KEEPING: CREATING SPACES OF INCLUSION & COLLABORATION

Over the last year, the idea of space and how we interact in spaces has been challenged in many areas of public and private life. COVID-19 has amplified conversations on the importance of land ownership, land access, and place-keeping.

For us, place-keeping is the intentional creation and care of a place where the history, culture, vibrancy, and self-determination of a community is honored and upheld. Despite the stresses and uncertainty of living through a pandemic, many are embracing opportunities for change and are creating inclusive and collaborative spaces that stabilize communities, mitigate gentrification, create shared prosperity, and strengthen cultural place-keeping.

*PHOTO: Hip Hop for Change, Inc.*



Sharing Space & Building Community

Youth Speaks and First Exposures are San Francisco-based arts organizations with a long history of offering young people a space where they can cultivate creativity and express themselves. Founded in the Mission District in 1966, Youth Speaks has an international reach as a center for youth power-building through arts education and spoken word. First Exposures was established in 1993, and is a nationally recognized youth photography and mentoring program that provides opportunities for San Francisco youth.

Like many nonprofits in the Bay Area, both organizations recently found themselves in an unstable situation due to dramatic increases in commercial real estate costs. It was important for both to remain in San Francisco to continue offering creative outlets for local youth. Realizing the potential for creative alignment, Community Vision brought the two like-minded organizations together and suggested they share space as a strategy to bring costs down and remain in their community and share expenses. Soon after, our real estate consultants identified an opportunity for the organizations to co-lease a new, below market-rate space on the ground level of a 127-unit affordable housing development in the heart of the Mission District, and on the same block as Youth Speaks' original location.

TOP REAL ESTATE SERVICES PROVIDED BY COMMUNITY VISION CONSULTANTS

[% of clients who received this service; 80% of clients received multiple services]



*This space will allow both of our organizations to build bridges amongst our young people and their arts practices, their families, and the residents in the community. We'll be able to re-engage the community, build connections and confidence in public spaces after so much time in isolation, and amidst so much displacement and uncertainty.*

– CRISTY JOHNSTON LIMÓN, YOUTH SPEAKS

Uplifting the Creative Economy: ArtsWeb

In 2020, Community Vision partnered with SVCCreates and the Kenneth Rainin Foundation to develop ArtsWeb, a new Bay Area arts hub. Launching pilot programs in Santa Clara and Alameda Counties in Spring 2021, ArtsWeb is a decentralized, flexible, relationship-based service hub that connects professional community-based artists, arts groups, and creative entrepreneurs with business service providers in their communities.

In Alameda County, the pilot focuses on Oakland and will connect the Black creative ecosystem with resources to support real estate acquisition, fiscal sponsor growth, back-office infrastructure, and cooperative economic development. Once launched, ArtsWeb will also network creatives with each other providing a forum for sharing and mutual aid. Sign up for email updates at [artsweb.world](https://artsweb.world).

Creating Spaces of Belonging by Honoring History – Black Spaces Matter

The Friends of Hoover-Durant Public Library (FOHDPL) is a Black-led organization rooted in Oakland's Hoover-Foster neighborhood. The nonprofit is dedicated to restoring the neighborhood's public library that was closed in 1971 after more than 100 years of operation. Due to misdevelopment

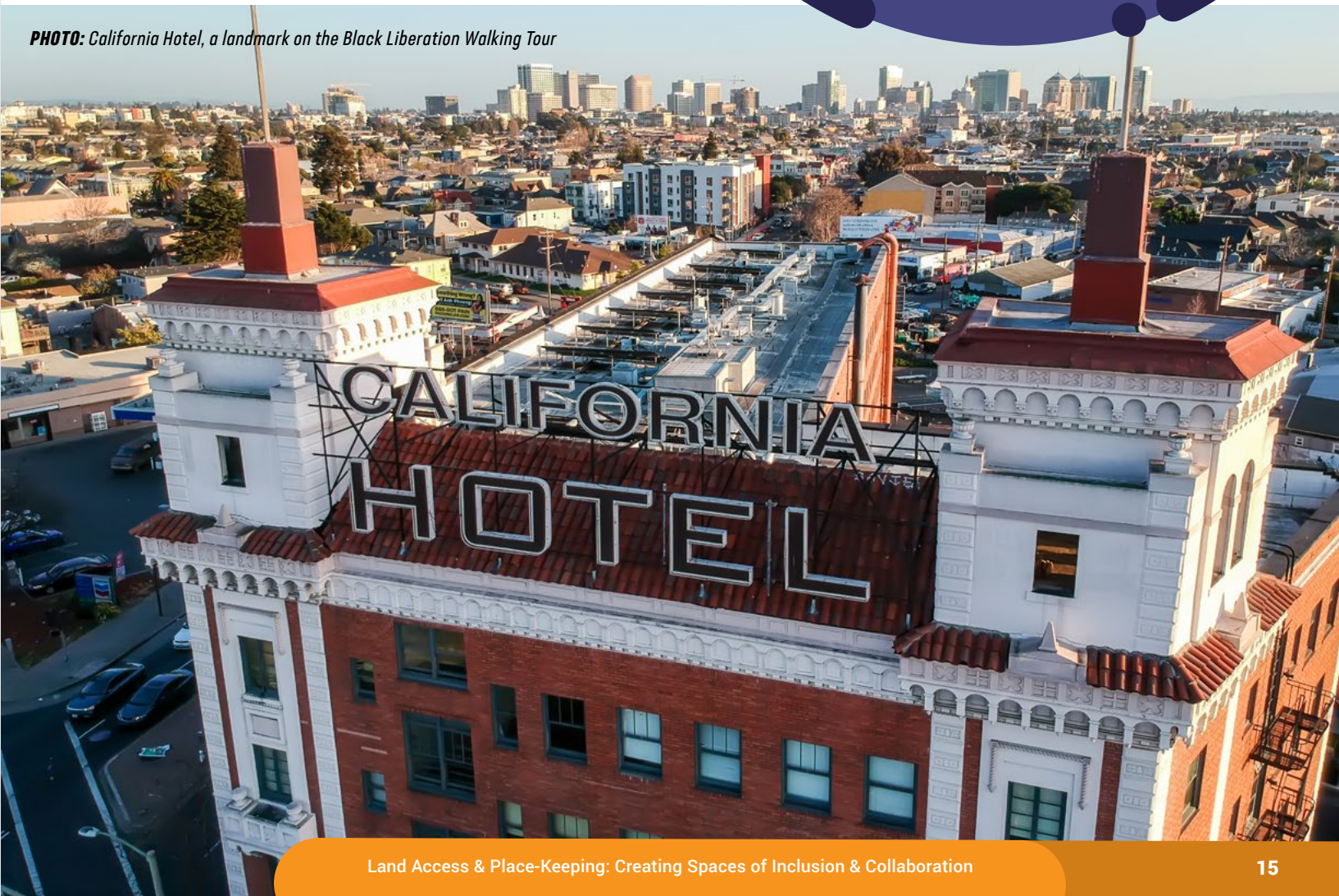
and urban renewal in the 1970s and 1980s, businesses, organizations, and residents were forced out of their homes, including West Oakland's two public libraries. The organization believes it is critical for the library to create a space that reflects the community and its history.

The Hoover-Foster neighborhood carries a legacy of Black Southern migrant culture that continues to inform social justice movements and made Oakland a center of race, class, and gender activism. In 2020, Community Vision awarded a Black Liberation Grant to support FOHDPL's cultural asset mapping project that documents and shares this history. The project re-imagines the concept of a public library from a contained space and time to one that is living and accessible in multiple forms. It includes a Black Liberation Walking Tour that conveys a visual narrative of the public art, businesses, and historical landmarks in the neighborhood, and preserves and honors these spaces as a testament to the historic and ongoing contribution of Oakland's Black community.

*This project is about building solidarity between newer residents and those from here. We will express and document our stories of belonging and of our culture so that people coming to West Oakland know the power this neighborhood holds. Creating a culture of belonging and inclusion is key because it challenges the weaponized narratives of gentrification. We are all living here now, and we need to build bridges not barriers.*

– DAVID PETERS, FRIENDS OF THE HOOVER-DURANT PUBLIC LIBRARY

PHOTO: California Hotel, a landmark on the Black Liberation Walking Tour





# Cultivating Community-Owned Assets: CalCORE

In partnership with Genesis LA, a Los Angeles-based CDFI, Community Vision is developing the California Community-Owned Real Estate Program (CalCORE) to support small and emergent BIPOC-led Community Development Corporations (CDCs) and Community Land Trusts (CLTs). The program is a state-wide strategy that builds the capacity and efficacy of local CDCs and CLTs and supports community-led real estate development, acquisition, and mitigates displacement by ensuring local ownership and long-term affordability.

*We know that community ownership of assets keeps people rooted in their neighborhoods and is foundational to wealth building. Our intention is for CalCORE to support community-based organizations to create sustainable solutions to the real estate gap that leaves so many communities at the mercy of the whims of the market.*

**- RUBY HARRIS,  
COMMUNITY VISION**



PHOTO: Oakland Community Land Trust

# 2020 Donors & Funders

## ORGANIZATIONS

### \$1,000,000+

- Kaiser Foundation Hospital Fund for Community Benefit Programs
- City of San Francisco's Office of Economic and Workforce Development
- U.S Department of the Treasury Community Development Financial Institution Fund

### \$100,000-\$499,999

- Bank of America
- City of San Francisco's Mayor's Office of Housing and Community Development
- The Beacon Fund
- Chrysalis Fund
- James Irvine Foundation
- Northern California Grantmakers
- Walter & Elise Haas Fund
- The William & Flora Hewlett Foundation

### \$50,000-\$99,999

- The California Endowment
- F.B. Heron Foundation
- Kenneth Rainin Foundation
- San Francisco Grants for the Arts
- Wells Fargo Foundation

### \$20,000-\$49,999

- Anonymous
- BBVA
- Earth Island Institute
- The MUFG Union Bank Foundation
- U.S. Bank

### UP TO \$19,999

- Anonymous
- Bank Leumi
- Bank of the West
- Boston Private Bank & Trust Company
- Central Valley Community Foundation
- Chateau Seaview Charitable Fund
- David Aronow Foundation
- Dolby Laboratories, Inc.
- Federal Home Loan Bank of San Francisco
- The Swig Company

## INDIVIDUALS

- Max & Sabrina Adams
- Anita Addison
- Anonymous (6)
- Catherine Atcheson
- Holly Badgley & Peter Stern
- Clara Basile
- Alvin H. Baum, Jr. & Robert Holgate
- Elizabeth Boardman
- Craig Burke & Molly Lazarus
- John Chan
- Eddie Chavez
- Lisa Chen & Robert Finkelstein
- Helen S. Cohen & Mark Lipman
- Colby Dailey
- David Elsaesser
- David A. Friedman & Paulette Jean Meyer
- Brenda Gates-Monach
- Patricia GoPaul
- Sean Greene & Daniel Hlad
- Scott Haig
- Adrienne Hirt & Jeffrey Rodman
- Glenda Hope

- Diane Keaton
- Matthew & Rachel Keis
- Alan Kosansky
- Bill & Maria Lambert
- Stephen Leeds
- David Matson
- Pamela Merchant & Kirby Sack
- Claudia Miller
- Charles & Margaret Pilgrim
- Daryl & Gertrude Reagan
- Joshua & Ruth Simon
- Barbara & Jim Snyder
- Carol Spooner
- Jane Swan
- Marianna Tubman
- Susan Vickers, RSM
- Anne & Kirke Wilson
- Luba Yusim
- Alanna Zrimsek

## IN KIND

- Allen Matkins Leck Gamble Mallory & Natsis LLP
- Box.com
- Canva
- Cooley LLP
- CRMfusion
- Dreamhost
- ESRI
- Form Assembly
- Google Apps
- Intuit
- Mailchimp
- Microsoft
- Perkins Coie
- Salesforce Foundation
- Zoom



2020 Investors

INDIVIDUALS

Anonymous (69)  
Ralph Alpert  
Felipe Arratia  
AZD Trust  
Robert Bacon  
Holly Badgley & Peter Stern  
Peter Barnes  
Alvin H.Baum Jr.  
Benjamin Bear & Nancy Noah-Bear  
Richard Billington & Dorrit Billman  
Elizabeth Boardman  
Elizabeth Boatwright  
Peter Brastow  
Elisa Breton & Matthew Nathanson  
William & Victoria Bruckner  
Erin Callahan  
Carol Cavanaugh  
Elsa Y. Chan & Ken Tsunoda  
Barbara Christwitz  
Joanie Ciardelli  
Mary Ann Cobb  
Helen Cohen & Mark Lipman  
Jeff Cunan & Micaela Rubalcava  
Linda Dallin & Paul Sussman

Jen Dalton & Miles Gordon  
S.W. Dittenhofer III  
Marta Drury  
James R. Eitel  
Elain Louise Enns & Charles E. Myers  
Caroline L. Everts  
Michael S. Falk  
Florellyn Fine  
Mary C. Ford & Robert F. Lewis  
Helen Fitzmaurice & Benjamin Keller  
Page Nelson Foster & Masa Uehara  
David Friedman  
Sue Gannon  
Jack Gedney  
Lenore Goldman  
Baukje Gray-Slui & Herman Gray  
Sean Greene & Daniel Hlad  
William & Melanie Grossman  
Hadley Dale Hall & L. Warde Laidman  
Mike Hannigan  
Marilyn Harder  
Alice Henry  
Mark & Deanna Herrera  
Paul Hidy  
Adrienne Hirt & Jeffrey Rodman  
Adam Hochschild

Lisa Honig  
Glenda Hope  
Martha Hyde  
David Jaber  
Robert Johnston  
Lona Jupiter  
Betty Kissilove  
Kesa Kivel  
Paul Kivel & Mary Luckey  
Joseph Kresse  
Susan Kubiak  
Susan & Charles Lakatos  
Stephen L. Leeds  
Elinor Levine  
Richard Lewis  
David Lingren & Ilana Schatz  
Oliver H. P.Lloyd  
Barbara Lowe  
Stephen Matchett  
Dave McClary  
Adair McClatchy  
Laura & Alexander Merchant  
Pamela Merchant  
Paulette Jean Meyer  
Mark Morris & Karen Weil  
Phyllis Murphey

Zoe Newman  
Laura Norin  
Carolyn North  
Henry Obermayer  
Ocone Family Trust  
Laura Oldanie  
Jeffrey Orderow  
Karen Orso  
Wendy Oser  
Hanna Pitkin  
The Price Family Trust  
Elizabeth Rankow  
Shari Rifas  
Elisabeth Hardman Rix  
Robert Root & Anna Marie Schmidt  
Joan & Bill Robbins  
Adam C. Roberts  
Maria Rodriguez  
Mary A. Rogier  
Kirby Sack  
Peter S. Samis  
Sherri Schultz  
Ellen B. Sehh  
Patricia Silver  
Gerald & Linda Snodgrass  
Dolores Taller  
Frances Taylor  
TDH Family Holdings LLLP  
Bonnie & George Thomas  
Marianna Tubman  
Alfred Twu  
Marc van Anda  
Daniel Van Olst  
Marco Vangelisti  
Susan Vickers, RSM  
David Volkmann  
David & Adrienne Weil  
Nina Weil  
Sandy Weil  
Wolff Family Trust  
Daniel Wu  
Molly & Dennis Wuthrich  
Richard Yurman  
David Zebker  
Miriam Zofith Zuk

NONPROFIT & GOVERNMENT AGENCIES

Anonymous (3)  
Community Economics Inc.  
Haight Ashbury Neighborhood Council  
Impact Assets Inc.  
San Francisco Friends School  
Sierra Harvest  
The Women's Building  
YES Nature to Neighborhoods

FOUNDATIONS

Anonymous (5)  
The California Endowment  
Common Counsel Foundation  
Darrin & Shaula Massena Family Fund  
Erich & Hannah Sachs Foundation  
Friedman Family Foundation  
People's Life Fund  
Rose Foundation for Communities and the Environment  
The San Francisco Foundation  
S.H. Cowell Foundation  
Stupski Foundation  
Twin Pines Cooperative Foundation

CLIENTS OF FINANCIAL ADVISORS

Chordata Capital  
Communitas Financial Planning  
Figure 8 Investment Strategies  
Fresh Pond Capital  
Hall Capital Partners  
Harrington Investments, Inc.  
Natural Investments LLC  
The Sustainability Group  
Rice, Heard, & Bigelow, Inc.  
Trillium Asset Management  
Veris Wealth Partners

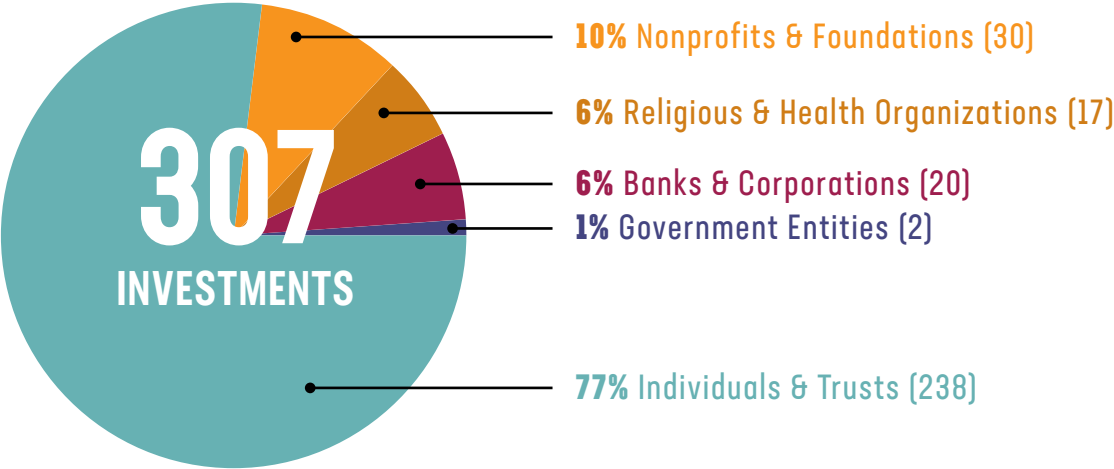
RELIGIOUS & HEALTH ORGANIZATIONS

Adrian Dominican Sisters  
CommonSpirit Health  
Congregation of the Sisters of Charity of the Incarnate Word  
Marianists Province of the U.S.  
Marist Society, USA Province  
Mercy Partnership Fund  
Providence St. Joseph Health  
Religious Communities Impact Fund  
Sinsinawa Dominicans  
Sisters of St. Joseph of Orange  
Sisters of the Holy Names of Jesus and Mary  
St. Ignatius Church  
St. John's Presbyterian Church, Berkeley  
Trinity Health Corporation

CORPORATIONS & INSTITUTIONS

Bank of America  
Bank of the West  
BBVA  
CSAA Insurance Group  
East West Bank  
First Bank  
First Republic Bank  
Heritage Bank of Commerce  
HSBC Bank USA  
Mechanics Bank  
MetLife Investment Management  
Mission National Bank  
MUFG Union Bank  
Silicon Valley Bank Community Development Finance  
The Northern Trust Company  
U.S. Bancorp Community Development Corporation  
United Business Bank  
Wells Fargo Community Development Corporation

INVESTOR BREAKDOWN BY NUMBER OF INVESTMENTS





2020 Financials

Condensed Statement of Financial Position (year ended September 30, 2020)

	General Fund	Loan Fund	Total
<b>ASSETS</b>			
Cash & Investments	\$ 10,623,160	\$ 22,848,287	\$ 33,471,447
Loans & PRIs to Community Borrowers (net of reserves)	2,000,701	60,551,979	62,552,680
Other Assets	3,421,053		3,421,053
<b>TOTAL ASSETS</b>	<b>16,044,914</b>	<b>83,400,266</b>	<b>99,445,180</b>
<b>LIABILITIES &amp; NET ASSETS</b>			
Interest & Accounts Payable	1,333,358	1,554	1,334,912
Notes Payable to Community Investors	2,600,645	60,120,512	62,721,157
Other Liabilities	2,248,238	3,207,364	5,455,602
<b>TOTAL LIABILITIES</b>	<b>6,182,241</b>	<b>63,329,430</b>	<b>69,511,671</b>
Unrestricted Net Assets	8,279,983	20,070,836	28,350,819
Temporarily Restricted Net Assets	1,582,690		1,582,690
<b>TOTAL NET ASSETS</b>	<b>9,862,673</b>	<b>20,070,836</b>	<b>29,933,509</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 16,044,914</b>	<b>\$ 83,400,266</b>	<b>\$ 99,445,180</b>



Condensed Statement of Activities & Changes in Net Assets  
(Year ended September 30, 2020)

	Unrestricted	With Donor Restricts	Total
<b>SUPPORT &amp; REVENUE</b>			
Grants & Contributions	\$ 4,441,316	\$ 1,111,999	\$ 5,553,315
Interest & Investment Income	4,699,580		4,699,580
New Markets Tax Credits Income	1,124,037		1,124,037
Consulting & Other Fee Income	1,232,903		1,232,903
Other Income			
Net Assets Released from Restrictions	709,801	(709,801)	
<b>TOTAL SUPPORT &amp; REVENUE</b>	<b>12,207,637</b>	<b>402,198</b>	<b>12,609,835</b>
<b>PROGRAM SERVICES EXPENSES</b>			
Direct Lending	6,687,156		6,687,156
New Markets Tax Credits	331,155		331,155
Consulting & Training	2,250,116		2,250,116
New Program Development	1,207,368		1,207,368
Capitalization	401,695		401,695
<b>TOTAL PROGRAM SERVICES</b>	<b>10,877,490</b>		<b>10,877,490</b>
<b>SUPPORTING SERVICES EXPENSES</b>			
Management & General	576,882		576,882
Fundraising	429,259		429,259
<b>TOTAL SUPPORTING SERVICES</b>	<b>1,006,141</b>		<b>1,006,141</b>
<b>TOTAL EXPENSES</b>	<b>11,883,631</b>		<b>11,883,631</b>
<b>CHANGE IN ASSETS</b>			
Change in Net Assets	324,006	402,198	726,204
Net Assets, Beginning of Year	28,026,813	1,180,492	29,207,305
<b>NET ASSETS, END OF YEAR</b>	<b>\$ 28,350,819</b>	<b>\$ 1,582,690</b>	<b>\$ 29,933,509</b>

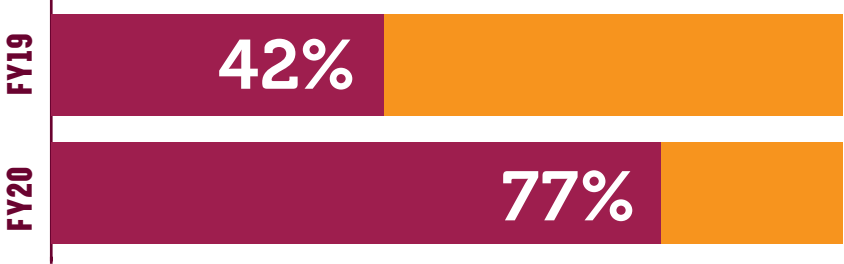
The financial information provided is drawn from Community Vision's audited financial statements. The full audit is available at [communityvisionca.org/publications](http://communityvisionca.org/publications).



# 2020 Clients

## PERCENTAGE OF BIPOC-LED CLIENTS

\*Based on client self-reporting



## CONSULTING

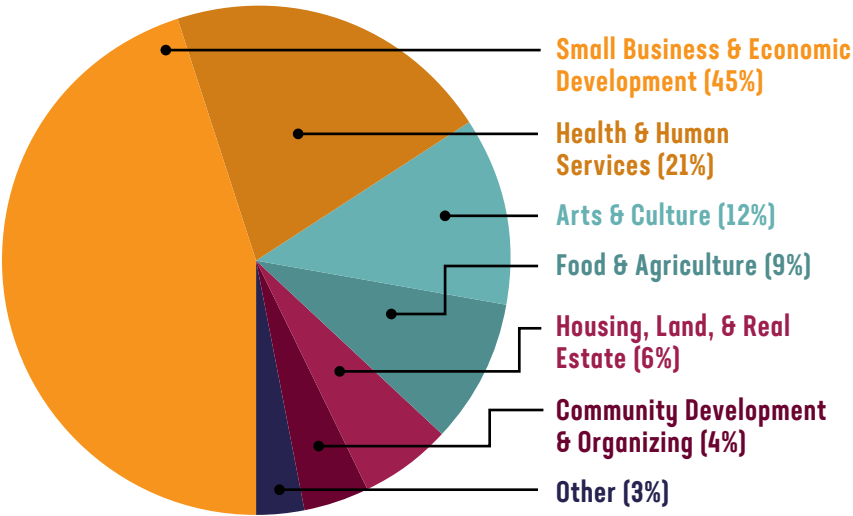
18 Reasons  
A Future for Veterans Foundation  
ABADA-Capoeira San Francisco  
Adventure Risk Challenge  
African Arts Academy  
African-American Shakespeare Company  
AfroSolo Theatre Company  
Alena Museum  
Alliance for Community Development  
Art Bias  
BANDALOOP  
Berkeley Ballet Theater  
Berkeley Hillel  
Betti Ono  
Beyond Emancipation  
BIG Oakland  
Bill Sorro Housing Program  
Bindlestiff Studio  
Black Cultural Zone  
BlackFemaleProject  
Boxcar Theatre  
BRAID Africa  
BrasArte  
California Association for Micro Enterprise Opportunity  
California Pan-Ethnic Health Network  
Capoeira Arts Foundation  
Cartoon Art Museum  
Center for Care Innovations  
Center for New Music  
Charity Cultural Services Center

Charlotte Maxwell Clinic  
Children's Book Project  
Chinatown Community Children's Center  
Chinatown Community Development Center  
Chinese Cultural Productions / Lily Cai  
Chinese Dance Company  
Choice in Aging  
City Lights Theater Company  
Cow Hollow School  
Critical Resistance  
Ctrl + Shft Art Collective  
CURYJ  
Dance Mission Theater  
El/La Para Translatinas  
Encompass Community Services  
Eviction Defense Collaborative  
Family Connections Center  
First Exposures  
Frameline  
Freedom Archives  
Galería de la Raza  
GLBT Historical Society  
Good Samaritan Family Resource Center  
Hacker Dojo  
Haight Ashbury Psychological Services  
Healthy Black Families Inc.  
Helping Others Pursue Excellence  
Homeward Bound of Marin  
Huckleberry Youth Programs  
Hunters Point Family  
I.T. Bookman Community Center

IEP Collaborative, Inc.  
Imprint City  
JobTrain  
Joe Goode Performance Group  
Juanita Ulloa  
K\*STAR\*PRODUCTIONS  
Kai Ming  
Korean-American Community Center of San Francisco & Bay Area  
Kultivate Labs  
La Casa de las Madres  
Latinas Contra Cancer  
Latino Business Foundation Silicon Valley  
LEATHER & LGBTQ Cultural District  
Legal Services for Children  
Leonardo/The International Society for the Arts, Sciences and Technology  
LEVYdance  
Little Manila Rising  
Livable City  
Livermore Shakespeare Festival  
LYRIC Center for LGBTQ Youth  
Lyrical Opposition  
Marine Science Institute  
Meals on Wheels by ACC  
Mindful Schools  
Mission Bit  
Mission Economic Development Agency  
Mission Graduates  
Mission Neighborhood Centers, Inc.  
MISSSEY  
Mycelium Youth Network  
Net Impact  
Ninth Street Independent Film Center  
Northern California Bodhi Dharma Society  
Oakland Literacy Coalition  
Oakland Peace Center  
Oakland Public Conservatory of Music  
Oakland Youth Chorus  
OCCUR  
Open Door Legal  
Opportunity Junction  
Peninsula Girls Chorus  
Peninsula Museum of Art

PJS Consultants  
PLACE for Sustainable Living  
Playmates Cooperative Nursery School  
Positive Resource Center  
Pro Arts  
PRO Youth and Families  
Project Open Hand  
Public Glass  
Queer Women of Color Media Arts Project  
Repaired Nations  
Root Division  
Roxie Theater  
Safe Passages  
SAFEhouse Arts  
San Francisco Community Clinic Consortium  
San Francisco Community Empowerment Center  
San Francisco Girls Chorus  
San Francisco Heritage  
San Francisco Study Center  
San Francisco Youth Theatre  
School of Arts and Culture  
SCRAP  
SFFILM  
Shawl-Anderson Dance Center  
SisterWeb  
SPAAT  
Specialized Aquatic Integration For Therapy and Education  
Support for Families of Children with Disabilities  
Tandem, Partners in Early Learning  
Tax-Aid  
TEAM Inc.  
TGI Justice Project  
The DEEP Grocery Cooperative  
The East Oakland Collective  
The Encampment  
The Lab  
The Marsh  
The People's Conservatory  
The Social Engineering Project  
The Women's Building  
Theatre Rhinoceros  
Transgender Law Center  
True Sunshine Preschool Center  
United Irish Cultural Center  
United Roots

## CLIENT PROFILE BY INVESTMENT



United Way of Fresno and Madera Counties  
Un-Scripted Theater Company  
Urban Ed Academy  
Urban Strategies Council  
Urban Tilth  
West Bay Pilipino Multi Service Center  
Women's Therapy Center  
World Arts West  
Youth Leadership Institute  
Youth Speaks

East Bay Family Defenders  
\$210,000 Line of Credit  
East Oakland Youth Development Center  
\$100,917 Capital Campaign Bridge Loan  
Faber Street Foodworks, LLC  
\$11,000,000 Acquisition Loan  
Family Violence Law Center  
\$125,000 Line of Credit  
Firebrand Artisan Bread  
\$125,000 Working Capital Loan  
Fresno Barrios Unidos  
\$450,000 Acquisition & Construction Loan  
Golden Thread Productions  
\$25,000 Line of Credit Renewal  
Jefferson Economic Development Institute  
\$100,000 Line of Credit Renewal  
Kingdom Development, Inc.  
\$350,000 Pre-development Loan  
Kultivate Labs  
\$100,000 Line of Credit  
Life Learning Academy  
\$1,130,000 Term Loan  
Mike Peery  
\$458,000 Working Capital Loan  
Mike Peery  
\$400,000 Vessel Construction Loan

## LENDING

ABODE SERVICES, Allied Housing, Inc.  
\$2,477,250 Acquisition Loan  
Berkeley Food and Housing Project  
\$225,000 Line of Credit Renewal  
Central-Page Limited Equity Housing Cooperative  
\$350,000 Construction Loan  
Community Arts Stabilization Trust  
\$2,450,000 Term Loan  
Courtsmith  
\$180,000 Working Capital Loan & \$50,000 Line of Credit  
East Bay Asian Local Development Corporation  
\$1,000,000 Acquisition & Pre-development Loan



Monterey Bay Fisheries Trust  
*\$341,428 Term Loan*

Nick Krieger  
*\$200,000 Vessel Term Loan*

Q Foundation  
*\$100,000 Line of Credit*

Rebuilding Together San Francisco  
*\$55,000 Line of Credit*

Sierra Business Council  
*\$220,000 Line of Credit Renewal*

The Society of St. Vincent de Paul  
District Council of Sonoma County  
*\$4,500,000 Acquisition Loan*

Urban Tilth  
*\$50,000 COVID Response Working  
Capital Loan*

Yolo Food Bank  
*\$400,000 Emergency Line of Credit*

Youth Speaks  
*\$150,000 Term Loan*

California FreshWorks

Hasta Muerte Coffee  
*\$35,000 Working Capital Loan*

La Jacka Mobile  
*\$46,157 COVID Response Working  
Capital Loan*

GRANTEES

California FreshWorks

Cloverleaf Farm

Community in Resistance for Ecological  
and Cultural Empowerment

Everytable

Fresno Asian Business Institute &  
Resource Center

Gentefy

Gomez Farm

Green Thumb Organics Farms

Hasta Muerte Coffee

La Jacka Mobile

Mandela Partners

Miss Ollie's

Namu Farm / Choi & Daughters Produce

Oya Organic Farm

SEE-LA

Something Better Foods

Three Sisters Gardens

Urban Tilth

Visionary Home Builders of California

San Francisco Nonprofit  
Sustainability Initiative

Alternative Family Services

Asian Women's Shelter

Bill Sorro Housing Program

Curry Senior Center

Dance Brigade

Galería de la Raza

Habitat for Humanity Greater San  
Francisco

HOMEY

Intersection for the Arts

Mission Neighborhood Centers, Inc.

Mission Neighborhood Health Center

MyPath

Open Door Legal

PODER

Queer Women of Color Media Arts  
Project

San Francisco Gay Men's Chorus

SCRAP

Support for Families of Children with  
Disabilities

Tax-Aid

The Village Project, S.F.

West Bay Pilipino Multi-Service Center

Women's Audio Mission

Youth Speaks

Oakland CARES Nonprofit  
Grant Fund

A Diamond in The Ruff, Incorporated

Alena Museum

Allen Temple Health & Social Services

Allen Temple Manor

Ariel Outreach Mission

Asian Immigrant Women Advocates

AYPAL

Bay Area Children of Incarcerated  
Parents

BlackFemaleProject

BRIDGEGOOD

Brown Girl Surf

Burma Refugee Family Network

Choices for Freedom

CinnamonGirl

Courageous Women Association

Eritrean Community Cultural Civic  
Center

Ernestine C. Reems Community  
Services

FACES OF THE EAST BAY

Fred Finch Youth & Family Services

Friendship Community Development  
Corporation

Higher Ground Neighborhood  
Development Corp

Hip Hop for Change, Inc.

HYAR Homeless Youth at Risk

Interfaith Council of Alameda County

King's Boxing Gym

Lavender Seniors of the East Bay

Mycelium Youth Network

Oakland Indie Alliance

Oakland Rising Action

Omni Commons

OneLife Institute

Safer DIY Spaces

San Antonio Community Development  
Corporation

Self-eSTEM

Support Life Foundation

TEAM Inc.

The Veterans Community Media  
Network

Uptima Entrepreneur Cooperative

Upward Roots

Urban University

Walk Oakland Bike Oakland

Greater Oakland Fund

Community Foods Market

Black Liberation Initiative

Fresno Metro Black Chamber of  
Commerce

Friends of Hoover-Durant Public Library

Richmond Neighborhood Housing  
Services

The Greenlining Institute

Catalyst Loan

New Way Homes

Staff, Board, & Central Valley Advisory Council

STAFF

As of Spring 2021

Sabrina Adams, *Senior Development Associate*

Betty Banh, *Accountant*

Risa Blumlein Keeper, *Managing Consultant, Grantmaking &  
Financial Management*

Amanda Bornstein, *Real Estate Consultant*

Paul Dong, *Staff Accountant*

Kelly Ehrenfeld, *Managing Consultant, Real Estate*

Crystal Elekwachi, *Executive Assistant*

Saul Ettlin, *Director of Consulting*

Marie Garrido, *Development Assistant*

Courtney Gonzales, *Content Developer*

Ruby Harris, *Co-Director of Lending*

Daniel Hlad, *Interim Director of Development & Communications*

Catherine Howard, *President*

Grayton Huang, *Controller*

Brenton Jackson, *Loan Monitoring Administrator*

Juan Jaimez, *Data & Outreach Assistant*

Kshama Kanakoor, *Financial Management Consultant*

Shayon Lashgari, *Administrative Assistant*

Eddy Lopez Jr., *Investor Relations Associate*

Janna Mancini, *Real Estate Consultant*

Cristian Martinez, *Office Manager*

Sarah Mendez, *Senior Asset Manager*

Dan McDonald, *Director of Lending Business Development*

Camila Mena, *Grants Program Associate*

Pamela Merchant, *Senior Advisor*

Carlotta Mills, *Senior Loan Officer*

Najla Nemri, *Senior Closer*

Esperanza Pallana, *Director of Strategic Initiatives*

Kelly Peterson, *Impact Officer*

Lychou Phey, *Loan Analyst*

Martha Rivera, *Loan Closing Administrator*

Idaima Robles, *Senior Loan Officer*

Maria Rosado, *Director of Lending Operations*

C. Lea Salem, *Chief Financial Officer*

Nate Schaffran, *Co-Director of Lending*

Sarah Schwid, *Training & Real Estate Associate*

Owen Serra, *Loan Officer*

Ernesto Vilchis, *Real Estate Consultant*

Alondra Williams-Vazquez, *Fresno Regional Manager*

Luba Yusim, *Senior Communications Officer*

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Jim Snyder, *Treasurer*

Anita Addison, *At Large*

John Chan

Bryan Ignozzi

Carolyn Johnson

Andy Madeira

Luisa Medina

Pamela Merchant

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ADVISORY COUNCIL

John Chan

Arthur Dyson

Caroline Farrell

Sabrina Kelly

Luisa Medina

Dan O'Connell





Communities on the margins of opportunity deserve a trusted partner on their journey towards financial growth and stability. As a locally invested, collaborative partner in social justice and financial equity, Community Vision provides nonprofits, small businesses, and social enterprises with strategic investment and guidance to deepen work, scale impact, and strengthen our communities.

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*This report was designed by Design Action Collective.*