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.

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.

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.
RACIAL AND ECONOMIC EQUITY: We recognize that 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.

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

---

**Total Capital**

$2,925,327

**COVID-19 RELIEF**

- **$80M**
  - Total 2020 Loan Fund

- **$6.25M**
  - Deployed through grantmaking to support COVID-19 relief, space stabilization, food systems, and nonprofit and small business capacity building

**LOAN FUND**

- **Grants**
  - 57

- **Loan Deferments**
  - 18

- **Loans**
  - 8

**84%**
- 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
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 $1,548,672 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 $863,000. 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.

$1,548,672 COVID RELIEF CAPITAL DEPLOYED IN OAKLAND; 96% OF SUPPORT WENT TO BIPOC-LED ORGS

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

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 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.
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.
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 organizing groups, that offers equitable access to finance 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.

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.

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 purchase 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 Coronado 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.
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.

Uplifting the Creative Economy: ArtsWeb

In 2020, Community Vision partnered with SVCreates 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.

TOP REAL ESTATE SERVICES PROVIDED BY COMMUNITY VISION CONSULTANTS

(% of clients who received this service; 80% of clients received multiple services)

- 25% IDENTIFIED AND EVALUATED POTENTIAL SITES
- 20% DEVELOPED A LEASE NEGOTIATION STRATEGY
- 18% RECEIVED A REAL ESTATE FEASIBILITY ANALYSIS

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 reimagines 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.

- **RUBY HARRIS, COMMUNITY VISION**

### 2020 Donors & Funders

#### ORGANIZATIONS

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<th>Amount</th>
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<td>City of San Francisco’s Office of Economic and Workforce Development</td>
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<td>U.S. Department of the Treasury Community Development Financial Institution Fund</td>
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<td>The Beacon Fund</td>
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<td>Chrysalis Fund</td>
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<td>James Irvine Foundation</td>
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<td>The William &amp; Flora Hewlett Foundation</td>
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<td>Kenneth Rainier Foundation</td>
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<td>San Francisco Grants for the Arts</td>
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<td>The MS&amp;G Union Bank Foundation</td>
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<td>U.S. Bank</td>
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#### INDIVIDUALS

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<td>Max &amp; Sabrina Adams</td>
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<td>Anita Addison</td>
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<td>Catherine Atchison</td>
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<tr>
<td>Holly Badgley &amp; Peter Stern</td>
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<td>Claro Basile</td>
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<td>Alvin H. Baum, Jr. &amp; Robert Halgate</td>
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<td>Elizabeth Boardman</td>
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<td>Craig Burke &amp; Molly Lazarus</td>
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<td>John Chan</td>
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<td>Eddie Chavez</td>
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<td>Lisa Chan &amp; Robert Finkelson</td>
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<td>Helen S. Cohen &amp; Mark Lipman</td>
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<td>Colby Dailey</td>
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<td>David Elsaesser</td>
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<td>David A. Friedman &amp; Paulette Jean Meyer</td>
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<td>Brenda Gates-Monasch</td>
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<td>Patricia BiPaul</td>
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<td>Adrienne Hirt &amp; Jeffrey Redman</td>
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<tr>
<td>Glenda Hepe</td>
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#### IN KIND

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

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Diane Keaton
Matthew & Rachel Keis
Alon Kouanisky
Bill & Maria Lambert
Stephen Leads
David Matson
Pamela Merchant & Kirby Sack
Claudia Miller
Charles & Margaret Pilgrim
Daryl & Gertrude Reagan
Joshua & Ruth Simon
Barbara & Jim Snyder
Carol Spooner
Jane Swan
Marianne Tubman
Susan Vickers, RSM
Anne & Kirk Wilson
Luba Yusim
Alejandra Zremski
INVESTORS

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

2020 Investors

INDIVIDUALS
Anonymous (69)
Ralph Alpert
Felipe Arratia
AZO Trust
Robert Bacon
Holly Badgley & Peter Stern
Peter Barnes
Alvin H. Baum, Jr.
Benjamin Bear & Nancy Noah-Bear
Richard Billington & Darin Billman
Elizabeth Boordman
Elizabeth Bootwright
Peter Brastow
Elka Breten & Matthew Nathanson
William & Victoria Bruckner
Erin Callahan
Carol Cavanaugh
Adam Hochschild
Adrienne Hirt & Jeffrey Rodman
Paul Hidy
Mark & Deanna Herrera
Alice Henry
Marilyn Harder
Mike Hannigan
Hadley Dale Hall & L. Warde Laidman
William & Melanie Grossman
Sean Greene & Daniel Hlad
Baukje Gray-Slui & Herman Gray
Lenore Goldman
Basuki Gray-Sli & Herman Gray
Sean Greene & Daniel Hlad
William & Melanie Grassmann
Hadley Dale Hall & L. Warde Laidman
Mike Harrington
Merilyn Harder
Alice Henry
Mark & Deanna Herrera
Paul Hidy
Adrienne Hirt & Jeffrey Rodman
Adam Hochshlöld
Lisa Honig
Glenia Hope
Martha Hyde
David Jabar
Robert Johnston
Laura Kivel
Paul Kivel & Mary Luckey
Joseph Kresse
Susan Kubik
Susan & Charles Lakatos
Stephen L. Leeds
Elinor Levine
Richard Lewis
David Lingren & Ilana Schatz
Oliver H. PLloyd
Barbara Lowe
Stephen Matchatt
Dave McLarty
Ador McClintochy
Laura & Alexander Merchant
Pamela Merchant
Poulette Jean Meyer
Mark Morris & Karen Weil
Phyllis Murphey

NONPROFIT & GOVERNMENT AGENCIES
Anonymous (9)
Community Economics Inc.
Hastig 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 & Shadia Mosseno 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
St. John’s Presbyterian Church
Trinity Health Corporation

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

CLIENTS OF
INSTITUTIONS
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
Vera Wealth Partners

RELIGIOUS & HEALTH ORGANIZATIONS
Adrian Dominican Sisters
CommonSpirit Health
Congregation of the Sisters of Charity of the Incarnate Word
Marist 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
Trinity Health Corporation

CORPORATIONS & INSTITUTIONS
Bank of America
Bank of the West
BVA
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
MLFG 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

307 INVESTMENTS

10% Nonprofits & Foundations (30)
6% Religious & Health Organizations (17)
6% Banks & Corporations (20)
1% Government Entities (2)
77% Individuals & Trusts (238)
### Condensed Statement of Financial Position (year ended September 30, 2020)

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<th></th>
<th>General Fund</th>
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<tr>
<td>Interest &amp; Accounts Payable</td>
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<td>6,182,241</td>
<td>62,329,430</td>
<td>69,511,671</td>
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<tr>
<td>Unrestricted Net Assets</td>
<td>9,279,983</td>
<td>28,350,819</td>
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</tr>
<tr>
<td>Temporarily Restricted Net Assets</td>
<td>1,582,690</td>
<td>1,582,690</td>
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</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>9,862,673</td>
<td>20,070,836</td>
<td>29,933,509</td>
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<tr>
<td><strong>TOTAL LIABILITIES &amp; NET ASSETS</strong></td>
<td>$16,044,914</td>
<td>$83,400,266</td>
<td>$99,445,180</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>With Donor Restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SUPPORT &amp; REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants &amp; Contributions</td>
<td>$4,441,316</td>
<td>$1,111,999</td>
<td>$5,553,315</td>
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<tr>
<td>Interest &amp; Investment Income</td>
<td>4,699,580</td>
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<td>4,699,580</td>
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<tr>
<td>New Markets Tax Credits Income</td>
<td>1,124,037</td>
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<tr>
<td>Consulting &amp; Other Fee Income</td>
<td>1,232,903</td>
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<td>1,232,903</td>
</tr>
<tr>
<td>Other Income</td>
<td></td>
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<tr>
<td>Net Assets Released from Restrictions</td>
<td>709,801</td>
<td>(709,801)</td>
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</tr>
<tr>
<td><strong>TOTAL SUPPORT &amp; REVENUE</strong></td>
<td>12,207,637</td>
<td>402,198</td>
<td>12,609,835</td>
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<tr>
<td><strong>PROGRAM SERVICES EXPENSES</strong></td>
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<tr>
<td>Direct Lending</td>
<td>6,687,156</td>
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<td>6,687,156</td>
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<tr>
<td>New Markets Tax Credits</td>
<td>331,155</td>
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<td>331,155</td>
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<tr>
<td>Consulting &amp; Training</td>
<td>2,250,116</td>
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<td>2,250,116</td>
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<tr>
<td>New Program Development</td>
<td>1,207,368</td>
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<td>1,207,368</td>
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<tr>
<td>Capitalization</td>
<td>401,695</td>
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<td>401,695</td>
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<tr>
<td><strong>TOTAL PROGRAM SERVICES</strong></td>
<td>10,877,490</td>
<td></td>
<td>10,877,490</td>
</tr>
<tr>
<td><strong>SUPPORTING SERVICES EXPENSES</strong></td>
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<td></td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>576,882</td>
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<td>576,882</td>
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<tr>
<td>Fundraising</td>
<td>429,259</td>
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<td>429,259</td>
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<tr>
<td><strong>TOTAL SUPPORTING SERVICES</strong></td>
<td>1,006,141</td>
<td></td>
<td>1,006,141</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>11,883,631</td>
<td></td>
<td>11,883,631</td>
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<tr>
<td><strong>CHANGE IN ASSETS</strong></td>
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</tr>
<tr>
<td>Change in Net Assets</td>
<td>324,006</td>
<td>402,198</td>
<td>726,204</td>
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<tr>
<td>Net Assets, Beginning of Year</td>
<td>28,026,613</td>
<td>1,180,492</td>
<td>29,207,305</td>
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<tr>
<td><strong>NET ASSETS, END OF YEAR</strong></td>
<td>$29,350,619</td>
<td>$1,582,690</td>
<td>$30,933,309</td>
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</tbody>
</table>

The financial information provided is drawn from Community Vision’s audited financial statements. The full audit is available at communityvisionca.org/publications.
### 2020 Clients

<table>
<thead>
<tr>
<th>PERCENTAGE OF BIPOC-LED CLIENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY19</td>
</tr>
<tr>
<td>42%</td>
</tr>
<tr>
<td>FY20</td>
</tr>
<tr>
<td>77%</td>
</tr>
</tbody>
</table>

**CONSULTING**

- Lib Reasons
- A Future for Veterans Foundation
- ABADA, Copoex San Francisco
- Adventure Risk Challenge
- African Arts Academy
- African-American Shakespeare Company
- Afrasbola Theatre Company
- Alona Museum
- Alliance for Community Development
- Art Bias
- BANDALOOP
- Berkeley Ballet Theater
- Berkeley Nuart
- Betti Ona
- Beyond Emancipation
- Bill Oakland
- Bill Sorra Housing Program
- Bindseift Studio
- Black Cultural Zone
- BlackFemaleProject
- Buxor Theatre
- BRAD Africa
- Brocade
- California Association for Micro Enterprise Opportunity
- California Pan-Ethnic Health Network
- Caporee Arts Foundation
- Carson Art Museum
- Center for Can 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 Dai
- Chinese Dance Company
- Choice in Aging
- City Lights Theater Company
- Cow Hollow School
- Critical Resistance
- Ctr + SHT Art Collective
- CUPJ
- Dance Mission Theater
- El/La Para Translatinas
- Encompass Community Services
- Evasion Defense Collaborative
- Family Connections Center
- First Exposures
- Fremeline
- Freedom Archives
- Galeria de la Raza
- GLBT Historical Society
- Good Samaritan Family Resource Center
- Hacker Deps
- Height 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 Ullaz
- 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
- Leonard’s The International Society for the Arts, Sciences and Technology
- LESTrance
- 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.
- MISSEY
- Myopia Youth Network
- Net Impact
- Ninth Street Independent Film Center
- Northern California Beth 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
- Peninsulas choreography for Life
- PIS Consultants
- PLACE for Sustainable Living
- Playmates Cooperative Nursery School
- Positive Resource Center
- Pro Arts
- PRO Youth and Families
- Project Open Hand
- Public Elos
- Queer Women of Color Media Arts Project
- Reopened Natives
- Roots 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
- SFULM
- 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 Cooperative
- The East Oakland Collective
- The Encompassment
- The Lab
- The Murch
- The People’s Conservatory
- The Social Engineering Project
- The Women’s Building
- Theatre Works
- Transfer Law Center
- True Sunshine Preschool Center
- United Irish Cultural Center
- United Roots
- 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

**LENDING**

### Lending

<table>
<thead>
<tr>
<th>Lending Organization</th>
<th>Loan Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABODE SERVICES, Allied Housing, Inc.</td>
<td>$2,472,250 Acquisition Loan</td>
</tr>
<tr>
<td>Berkeley Food and Housing Project</td>
<td>$225,000 Line of Credit</td>
</tr>
<tr>
<td>Central-Page Limited Equity Housing Cooperative</td>
<td>$350,000 Construction Loan</td>
</tr>
<tr>
<td>Community Arts Stabilization Trust</td>
<td>$2,450,000 Term Loan</td>
</tr>
<tr>
<td>Courtsmith</td>
<td>$180,000 Working Capital Loan &amp; $50,000 Line of Credit</td>
</tr>
<tr>
<td>East Bay Asain Local Development Corporation</td>
<td>$1,000,000 Acquisition &amp; Pre-development Loan</td>
</tr>
<tr>
<td>East Bay Family Defenders</td>
<td>$210,000 Line of Credit</td>
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<tr>
<td>East Oakland Youth Development Center</td>
<td>$100,000 Capital Campaign Bridge Loan</td>
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<tr>
<td>Faber Street Foods, LLC</td>
<td>$11,000,000 Acquisition Loan</td>
</tr>
<tr>
<td>Family Violence Law Center</td>
<td>$125,000 Line of Credit</td>
</tr>
<tr>
<td>Firebrand Artisan Bread</td>
<td>$125,000 Working Capital Loan</td>
</tr>
<tr>
<td>Fresno Barrios Unidos</td>
<td>$450,000 Acquisition &amp; Construction Loan</td>
</tr>
<tr>
<td>Golden Thread Productions</td>
<td>$25,000 Line of Credit</td>
</tr>
<tr>
<td>Jefferson Economic Development Institute</td>
<td>$100,000 Line of Credit</td>
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<tr>
<td>Kingdom Development, Inc.</td>
<td>$350,000 Pre-development Loan</td>
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<tr>
<td>Kultivate Labs</td>
<td>$100,000 Line of Credit</td>
</tr>
<tr>
<td>Kirkland &amp; Ellis LLP</td>
<td>$330,000 Term Loan</td>
</tr>
<tr>
<td>Mike Peery</td>
<td>$400,000 Working Capital Loan</td>
</tr>
<tr>
<td>Mike Peery</td>
<td>$400,000 Vessel Construction Loan</td>
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</tbody>
</table>
Monterey Bay Fisheries Trust
$942,429 Term Loan
Nick Krieger
$200,000 Vessel Term Loan
Q Foundation
$100,000 Line of Credit
Rebuilding Together San Francisco
$220,000 Line of Credit Renewal
The Society of St. Vincent de Paul
District Council of Sonoma County
$5,450,000 Acquisition Loan
Urban Tilth
$500,000 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
Lo Jocks Mobile
$46,257 COVID Response Working Capital Loan

GRANTEEES

California FreshWorks
Cloverleaf Farm
Community in Resistance for Ecological and Cultural Empowerment
Everytable
Fresno Asian Business Institute & Resources Center
Gentefy
Gomez Farm
Green Thumb Organics Farms
Hasta Muerte Coffee
Lo Jocks Mobile
Mandela Partners
Miss Olle’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 Sears Housing Program
Curing 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
Quer 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
Allen 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
Entreat Community Cultural Civic Center
Ernestina 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.
HMK Homeless Youth at Risk
Interfaith Council of Alameda County
King’s Boxing Gym
Lavender Senior Citizens of the East Bay
Mykolium Youth Network
Oakland Indie Alliance
Oakland Rising Action
Omni Commons
OneLife Institute
Sofer 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
Oakland Black Ike 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

As of Spring 2021
Sabrina Adams, Senior Development Associate
Betty Banh, Accountant
Risa Blumkin Keeper, Managing Consultant, Grantmaking & Financial Management
Amanda Bornstein, Real Estate Consultant
Paul Dong, Staff Accountant
Kelly Ehrenfeld, Managing Consultant, Real Estate
Crystal Eikwachi, Executive Assistant
Saúl Estin, Director of Consulting
Maria Gardea, Development Assistant
Courtney Gonzales, Content Developer
Ruby Harris, Co-Director of Lending
Daniel Hard, Interim Director of Development & Communications
Catherine Howard, President
Grayden Huang, Controller
Brenton Jackson, Loan Monitoring Administrator
Juan Jaimez, Data & Outreach Assistant
Kathana Kanoksen, Financial Management Consultant
Shagun 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
Idaima Robles, Loan Closing Administrator
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, Co-Director of Lending
Lavia Phee, Loan Analyst
Kelly Peterson, Impact Officer
Najla Nemri, Senior Closer
Carlotta Mills, Senior Loan Officer
Pamela Merchant, Senior Advisor
Camila Mena, Grants Program Associate
Pamela Merchant, Senior Advisor
Lavia Phee, Loan Analyst

C. Lea Salem, Chief Financial Officer
Catherine Howard, President
Grayden Huang, Controller
Brenton Jackson, Loan Monitoring Administrator
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Sarah Mendez, Senior Asset Manager
Dan McDonald, Director of Lending Business Development
Camila Mena, Grants Program Associate
Pamela Merchant, Co-Director of Lending
Lavia Phee, Loan Analyst

STAFF, Board, & Central Valley Advisory Council

Martha Rivera, Loan Closing Administrator
Ida Mae Robles, Senior Loan Officer
Mario Rosado, Director of Lending Operations
C. Lea Salem, Chief Financial Officer
Nate Schaffran, Co-Director of Lending
Sarah Schwid, Training & Real Estate Associate
Dawn Sierra, Loan Officer
Ernesto Vilchis, Real Estate Consultant
Alondra Williams-Vazquez, Fresno Regional Manager
Luba Yasmus, Senior Communications Officer

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Dave Elsaesser, Secretary
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Anita Addison, At Large
John Chan
Bryan Ignazzi
Caroline Johnson
Andy Medina
Luisa Medina
Pamela Merchant

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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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